



AMERICAN GAS

Association

MONTHLY

VOL. 7 NO. 11



*La Louisiane
NEW ORLEANS*

This world famous old French restaurant chooses Gas . . . the world's finest cooking fuel . . . to turn out never-to-be-forgotten delicacies such as Shrimp Jambalaya, Bouillabaisse and Pompano en Papillote!



*The Stork Club
NEW YORK CITY*

Where great names are seen and *made* . . . and food is American at its succulent best! Sizzling flame-broiled steaks — tender Roast Beef au Jus — are just two of the specialties that owe their nation-wide reputation to the cooking perfection of Gas!

Where food is finest....it's cooked with *GAS*

It's fun to dine on exotic restaurant food.
 But when it comes to day-in-day-out *good eating* there's nothing like your own private recipes flame-cooked on your own wonderful Gas range! To you . . . and the 20 million others like you who prefer flame-cookery . . . the speed, economy, flexibility and cleanliness of Gas is an old story. What's *really* big news right now is—your own *individually* planned "New Freedom Gas Kitchen".* It's cooler, cleaner, easier to work in than ever before. And it's all built around a new Gas range so completely automatic, it cooks a delicious meal even when you're miles away. But be sure that whatever "make" you buy carries the CP seal! Then you'll know it has all the best features of *dozens* of ranges combined into *one*. Plan for it, *now!* AMERICAN GAS ASSOCIATION

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*Your Kitchen
U.S.A.*





Another milestone passed when the Association's twenty-seventh annual meeting came to a conclusion last month. It was not a great meeting, by past standards, but it was one of the most serious and possibly most significant. The major speakers recognized the critical era just ahead and offered firm foundation stones upon which to build a bright future. . . President Robinson emphasized the strength inherent in a unified, progressive national organization, which provides in its membership "the best array of consultants and advisors in existence." His picture of an industry mobilized for action is inspiring. . . Returning to the gas springboard from which he became head of one of the world's largest oil companies, Past A. G. A. President Gallagher stressed the urgent need for dynamic leadership of American business. His message is ladled with commonsense. . . The new vice-president-elect, Hudson W. Reed, made specific recommendations of management's responsibilities which are of paramount interest to every gas man. . . The pattern of things to come was discernible in the unfolding view of the Research and Promotional Plan which promises to make history at future meetings.

EDITORIAL OFFICES:
AMERICAN GAS ASSOCIATION
420 LEXINGTON AVE., NEW YORK 17, N. Y.

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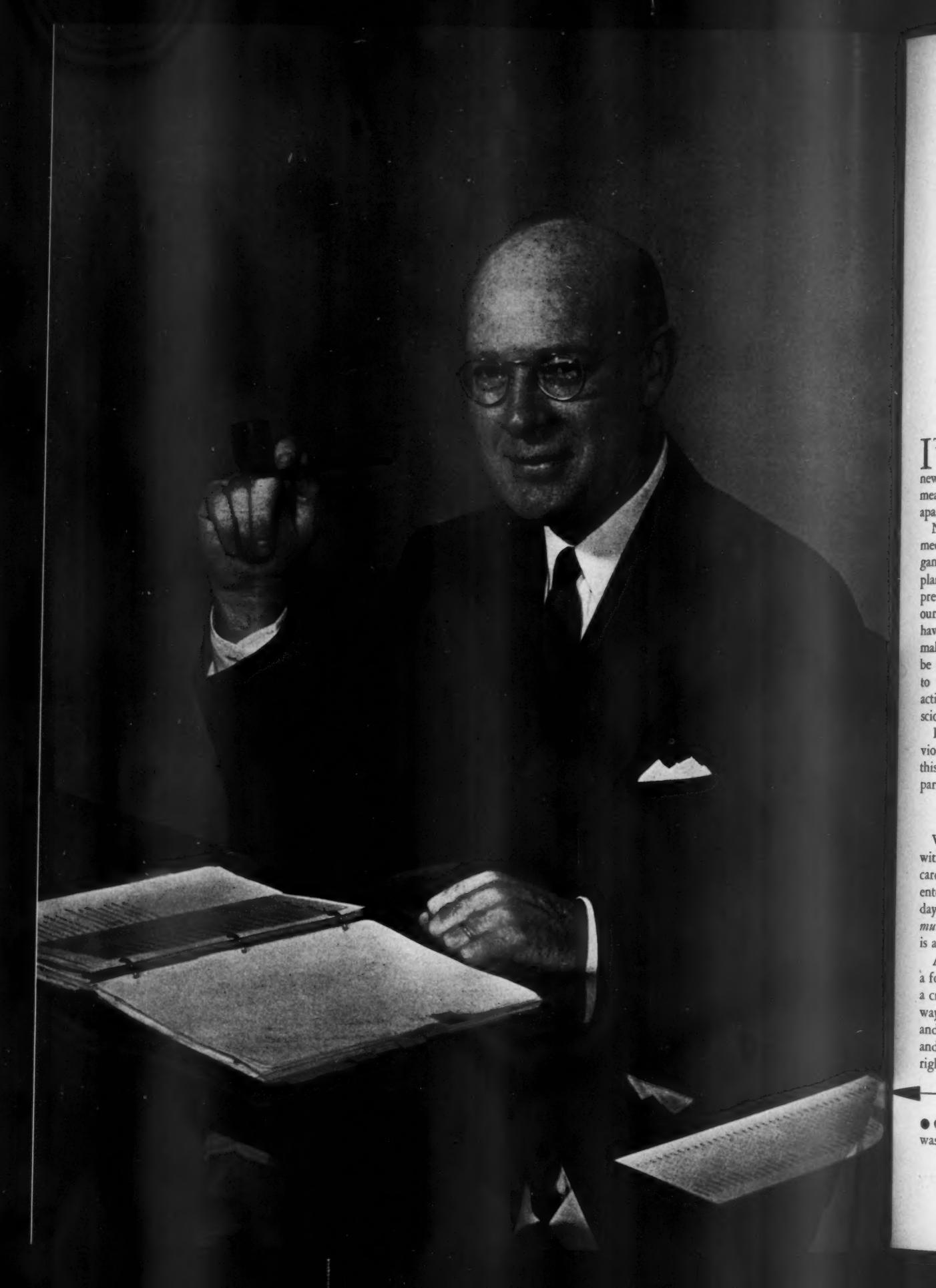
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• Subscription \$3.00 a year - Published eleven times a year by the American Gas Association, Inc. Publication Office, American Building, Brattleboro, Vt. Publication is monthly except July and August which is a bi-monthly issue. Address all communications to American Building, Brattleboro, Vermont, or to 420 Lexington Ave., New York 17, N. Y. All manuscript copy for publication should be sent to the editorial offices in New York. The Association does not hold itself responsible for statements and opinions contained in papers and discussions appearing herein. Entered as Second Class Matter at the Post Office at Brattleboro, Vermont, Feb. 10th, 1922, under the Act of March 3, 1879. Cable addresses: American Gas Association, "Amerigas, New York"; American Gas Association Testing Laboratories, "Amerigaslab, Cleveland."



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JAMES M. BEALL, *Editor*

An Industry Mobilized

IT seems good to get together and plan for our industry, and look a new world in the face instead of taking measures against an old world falling apart.

Never was there a more important meeting. Never was there greater necessity for a strong organization, planned and put together for action, purposeful, planned, socially and industrially intelligent action, than the present. In carefully weighed words I believe we should tell ourselves and keep the thought continuously with us that we have entered a period as critical as that of the war. We must make that thought as much part of us that no reminder will be necessary. It must be automatically and constantly the key to all our thinking and our actions. It must be our subconscious selves. *I mean it.*

In fact, the war was only the violent, explosive prelude to this critical period. And the war itself must be regarded as part of a long period which led up to it.

We are too apt to abuse words these days by using them without a definite knowledge of their meaning. So I wish carefully to point out that this is a period upon which we are entering, not one which ended on "V" Day—or any other day. And it is, like the war, only one of a series in a much, *much* longer period, the end of which is not known. A period is a *duration* of time—not a mark of its ending.

And crisis means literally a turning point, as a crossroad or fork in the river. There are many crises or turning points in a critical period. "Are we on the right road?" And, "Which way do we turn here?" These are not questions to be asked—and answered—once or twice, but many, many times. Luckily and by counsel together we may at least keep going in the right direction. The trails ahead of us are not clear. In places

BY J FRENCH ROBINSON

*President, American Gas Association and
President, The East Ohio Gas Co.,
Cleveland, Ohio*

there may be no trails. A pause to think things over may be the part of wisdom.

Let us then first take stock of ourselves and look back for a moment on what we have done that may be of use to us as we go ahead, speaking now of ourselves as an organized industry which finds direction and expression as the American Gas Association. I think it can be said with justification and proof that our Association for many months has been continuously preparing for emergence from the war period. As an Association we were ready for it when it came. Naturally, it is not an instantaneous process, this conversion from war to peace. But we had prepared ourselves with the implements for successfully going about it.

The wartime controls of federal agencies of the War Production Board and Petroleum Administration for War have been cancelled and our industry is

now in a position in all respects to render consumers the best service ever.

In spite of many handicaps, imposed by having to fight a war and at the same time prepare for peace, the Association has had a year of successful action in war, and of progressive, working organization for the war's end, as well as for the cycle to follow that devoutly longed for event. To the extent that it was possible to anticipate and to prepare for changes and trends, we have done so, both as an industry and as the organization which represents it.

In reviewing the work of the past year, therefore, I will go about it as one should an engine, or a machine, which has been made for a certain definite purpose, according to known principles, and, we believe, designed and built efficiently. Shall I say, also, that it is sufficient in horse power to deliver its load? We don't know, but we think so. Time and events

● Opposite: Everett J. Boothby, vice-president and general manager of the Washington Gas Light Co., Washington, D. C., was elected president of the American Gas Association at the twenty-seventh annual meeting held in New York, Oct. 24-25.

as yet not foretold will show. What is sufficient, and we know to be sufficient, is that we possess the means and the willingness to increase its capacity according to the demands that the future may impose on it. The mechanism is, of course, the Association itself. I will first consider it as a functioning mechanism, then its purposes as we see them, and then the manner we have devised

within the Association. Few realize, even those perhaps who ought to, how far-flung and varied and complex is the organization of which we are deservedly proud. It is very much more than just headquarters in New York—it is co-extensive literally with the United States—New York is its directing and supervising head, its heart and its pulse.

The framework of our Association,

and has been equally true of the trying times through which we have just passed.

I think that it is proper at this point to extend to Major Forward our sense of gratitude and appreciation of what he has meant and what he has done to and for this great industry of ours. He has successfully matched the Association to the industry. Great credit is due him for the fact that our Association ranks high in the leadership of this sort in this country. It is a form of leadership which will become increasingly vital as time goes on. We all know, of course, that Major Forward has left the Association to enjoy a well earned retirement from active affairs. We congratulate him on his accomplishments and expect to enjoy his helpful understanding of our industry for many years to come.

New Association Officers

PRESIDENT—Everett J. Boothby, Vice-President and General Manager, Washington Gas Light Company, Washington, D. C.

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J. N. Greene, President, Alabama Gas Company, Birmingham, Ala.

H. E. Handley, President and General Manager, Handley-Brown Heater Company, Jackson, Mich.

D. A. Hulcy, President, Lone Star Gas Company, Dallas, Texas.

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Clifford E. Paige, Chairman of the Board and President, The Brooklyn Union Gas Company, Brooklyn, N. Y.

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At headquarters, a co-ordination of all Association funds has been assumed by the Finance and Control Committee by direction of the Board. This sets up controls so that expenditures from the various funds will be kept in balance. I mention this as typical, perhaps, of the generally closer-knit, more responsive organization which has been built up

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A. G. A. Leadership Praised

The Association is also to be congratulated in having been able to secure H. Carl Wolf (former president, Atlanta Gas Light Company, Atlanta, Georgia) as managing director, whose duties will include executive responsibility for the promotional activities in connection with Association affairs. Mr. Wolf is well known to all of you and the selection was very popular throughout the entire industry. I am sure that under his guidance, and with the able assistance of the officers and staff employees, the American Gas Association is well equipped to meet its obligations to the industry during future years.

We must continually keep pace with the times. We know that our Association is part and parcel of our industry—of all industry—and is also part of the American social economy. We welcome changes which advance the American prosperity. We assist them so that they will work out advantageously to all. This is taken as an axiom, but we can progress in all ways only as an organized and alert industry. In that way only can the critical eye of inquiry discern what is good and what will work, and what is bad and will not work. It is the nature of our business to test, through the agency of a capable Association, everything which affects our relations with the public we serve. These are the reasons why, if a highly organized industry such as ours is to continue on its high plane of social and technical effectiveness, constant contact of all its

parts is indispensable. Coordination, understanding, and organized effort are not possible in any other way.

It is an admitted fact that American business and American industry are in a process of evolution and have been for quite some time. That the evolution is undoubtedly pretty swift—and even bumpy at times—is also a fact with which we have to concern ourselves. Evolution need no longer scare any one except the fainthearted, and this is no time for dizziness or faintheartedness. It is the part of all good and staunch men to recognize conditions as they are, and with good will and clear heads to cooperate with all that spells betterment. But let us be sure of the spelling. Much of it is open to question these days—not to say suspicion. It is not cynicism which prompts this caution—it is just sense. Organization spells salvation. We do know that! We all represent the Association. The picture I am trying to present is that of an entire national *industry* mobilized before these times and fitted for them. The Association is no more than a means to that end. As such it is providentially available as the well tested, smoothly running chassis on which can be loaded all the virility and aggressiveness needed to carry the industry through this war period and to prepare it in transit for the problems of the future.

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With this thought in mind, I am going to assume that, for a proper analysis of any institution, a perspective is not only necessary but helpful to the complete examination of the organiza-



Robinson Wins Industry's Highest Honor

THE highest honor bestowed by the American Gas Association was conferred October 25 at the twenty-seventh annual meeting on J French Robinson, president, The East Ohio Gas Company, Cleveland, and retiring president of the Association. Mr. Robinson received the Charles A. Munroe Award for having made the most outstanding recent contribution toward the advancement of the gas industry.

The award was made to Mr. Robinson in recognition of his wartime leadership of the gas industry, his personal contributions to its effectiveness in meeting the demands of wartime production, and his work of coordinating the gas industry with wartime fuel activities of the Government. He was also cited for his active sponsorship of the recent reorganization of the American Gas Association into Manufactured Gas and Natural Gas Departments—thus contributing greatly to the united industry as it exists today.

Mr. Robinson has taken a significant part in representing the gas industry before governmental agencies; has served ably on various war industry committees. He was coordinator for natural gas on the Petroleum Industry War Council and is a member of the industry Steering Committee preparing representations for the natural gas in-

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The Charles A. Munroe Award Committee consisted of L. E. Knowlton, Providence Gas Company, chairman; C. E. Packman, Middle West Service Company; C. A. Tattersall, Niagara Hudson Power Corporation; J. H. Warden, Oklahoma Natural Gas Company; and H. K. Wrench, Minneapolis Gas Light Company.

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tion under scrutiny. A perspective, rather than the viewpoint of a member of the staff, enables one to appraise better not only the things that are wrong but also those things that are right. Often these things can be seen in a truer relationship to each other if the person studying them stands back a little. I am going to take that position for the simple reason that I can do so naturally.

First of all from this viewpoint, it can be said that the Association today stands high among similar institutions in this country. It is respected for the unusual scope and quality of the work it is performing and for the ethical standards by which it is operated.

Second, and of prime importance, our industry and our Association, working together as a unit, are making clear the many ways in which the gas industry is an increasingly vital, and contributing, and positive part of the American economy—the American life. I think that, while most of us recognize its growth and the wide scope of its functioning, not all of us know with familiarity the principle which gives it the very great strength that it possesses. That is the reason why on this significant occasion

I have tried to emphasize the vital principle of the American Gas Association.

The strength of our Association is derived from its very close and literal integration with the gas industry, in its entirety. Our Association has the perhaps unique distinction of functioning as, and with, the industry which it represents to an unusual degree.

Let me give as an illustration the Association's plan for research and promotional development. This is much more than a plan; it is a program which has already gone into action as a very big and comprehensive operation. It has for its purpose not only to increase the use of gas but also to rivet the public's attention upon the prestige of this great industry. Moreover, and this is very much to the point, the promotion plan has its roots in the only soil which can support such an undertaking, namely, in the practical utilization of the product. All is in a direct line, through the entire, complex industry, straight to the consumer. Hence, it is as significant as it is correct that research and promotion be unified and centralized so that they function together, directed by operating people experienced in the diverse and

It's Atlantic City in 1946

THE 1946 Annual Convention of the American Gas Association will be held in Atlantic City, N. J., the week of October 7. It will be the first full-scale meeting since the war and will include the added attraction of an exhibition of gas appliances and equipment. It will be the first such exhibition in a decade as the last one sponsored by the Association of Gas Appliance and Equipment Manufacturers was held in 1936.

Charles G. Young of Springfield, Mass., chairman of the Time and Place Committee, made the above announcement October 25 during the Annual Meeting in New York.

nationwide field of gas production, storage, transportation, distribution and utilization.

Another exemplification of American gas industry—gas association integration—is this active participation by company members in the fundamentally vital and thoroughly established enterprise of the A. G. A. Laboratories. Appliance manufacturers who are closest to the public in interpreting appliance trends, are integrally part of this picture—as they should be. The fact I want to stress is that appliance manufacturing is not only related to and represented in the work but also is actively coordinated with it.

I think we owe much more than a nod of recognition and appreciation also to the Associations affiliated with us.

One might try in many different ways to define and to describe the activities of the Association or to explain the successfulness of its work. But the whole story is told simply and clearly, I think, by considering the Association as essentially an organization of an industry and not just an organization superimposed upon, or tied to, an industry. The Association is one within the industry; it is the industry. It coordinates the myriad activities of the industry and presents the whole in workable results in the interest of the industry's continued development through united effort.

Many of you, as well as myself, have been very active and in close contact with Association affairs and our problems for many years, but I did not fully realize the loyalty that our members have for the Association. An impressive il-

Past Presidents Receive Silver Trophies



View of Past President's Bowl

AN impressive feature of the 1945 Annual Meeting was the presentation of Paul Revere silver bowls to the seventeen living past presidents of the American Gas Association—each inscribed with the name, term of office and the message: "Gratefully commemorating his valued leadership as president of the American Gas Association." Nine of the past presidents were present to receive their bowls in person, the remainder have been sent to them.

Referring to these distinguished A. G. A. alumni, President J. French Robinson who made the presentation, said:

"To be elected president of the Association is the highest honor to which a gas man can aspire. The office is not simply honorary; it involves responsibilities, requires time, and every man who has held the office has tried to leave it with some accomplishments which would characterize his administration.

"The Association has been most fortunate in its selection of its former presidents. Each of them has proved to be the right man at the right time. Each of them has administered its affairs in a manner which has helped make the American Gas Association what it is today, one of the leading trade associations of the country."

Those so honored and their period of office are as follows:

Charles A. Munroe	1921
Dana D. Barnum	1922
R. B. Brown	1923
John B. Klumpp	1924
Col. Oscar H. Fogg	1928 and 1929
Bernard J. Mullaney	1930
Clifford E. Paige	1931
Ralph W. Gallagher	1932
Percy S. Young	1935
Herman Russell	1937
N. C. McGowen	1938
Walter C. Beckjord	1940
Major Thomas J. Strickler	1941
George S. Hawley	1942
Arthur F. Bridge	1943
Ernest R. Acker	1944
J. French Robinson	1945

The 1945 alumnus, retiring President Robinson, received his bowl from John B. Klumpp who as 1924 president was the dean of the group present at the Annual Meeting.

lustration of it came so forcibly that I want to testify to it here and pass it on to you.

My experience was that in sending out invitations for committee members and chairmen, I received a response of exactly 100%. Everyone who was asked to serve was willing and anxious to do his part. With this kind of cooperation there can be no limits to our usefulness. This same spirit of teamwork exists among the full-time staff of the Association as well.

All of the many, many activities of the Association are charted and correlated by a paid staff of executives and assistants, to be sure, and sometimes I wonder if many of us appreciate the size, the diverse functions, high capabilities, and extent of the executive staffs which function through the Association on a nationwide scale. The magnitude of their work—and their devotion to it—would make a book, a good and an interesting book. They are the army of the Association. My hat is off to them. But the activities themselves are directed and conducted by skillfully selected members of the gas industry, all of whom are active professionally in their respective phases of industrial operation. The president, vice-presidents, treasurer, committee chairmen, members of the official board, and all committee members, give their services freely for the good of the industry as a whole. The unique and effective feature of the splendid work being done by the Association is that this work is made possible only through the wholehearted cooperation of the staff and of the people who are active workers in the industry.

Tap Unexcelled Talent

The American Gas Association has available through its member companies perhaps the best array of consultants and advisors on gas matters and on affairs of public concern in existence. These men are all experts of the highest professional rating and can be called upon through the Association at any time. The value of their services cannot be estimated. It is not to be measured in money or to be had for money. No one corporation, regardless of how large, could have them all on its staff. No consulting firm could afford even to keep them on retainer—yet their experience is available to every member of the Association.

I often wonder if we are all taking

full advantage of this magnificent array of talent. Certainly it is an impressive and practical estimate of the value of the Association. It grows on you the more you ponder it for it is a faithful picture of our industry as it is organized through the Association.

From my observation I can say that at the present time there is a better understanding and stronger desire for still closer cooperation among various members of the Association than existed heretofore. I feel that all are working in unison. The activities of the Association have been economically administered and conducted. Its total pay roll amounts to $\frac{1}{3}$ of its total expenditures—substan-

An excellent retirement plan has been

adopted by the Association. We believe it will aid us in getting new staff members and also keep our personnel turnover at a minimum. I am sure that the heads of various units at headquarters have a general understanding of the industry's problems, and I feel that an even greater understanding should be encouraged. We must recognize these things, and maybe more, when we think of the Association—and what we expect to do through its means.

I cannot see my year as president come to a close without at this time again, and in conclusion, taking the opportunity to thank Major Forward, John West, George Smith, and the entire A. G. A. staff for their assistance and full

Section Chairmen for 1945-1946

ACCOUNTING SECTION Chairman—E. F. Embree, General Auditor, New Haven Gas Light Company, New Haven, Conn.
Vice-Chairman—Leith V. Watkins, Secretary-Controller, Panhandle Eastern Pipe Line Company, Chicago, Ill.

RESIDENTIAL GAS SECTION Chairman—J. J. Quinn, Sales Manager, Boston Consolidated Gas Company, Boston, Mass.
Vice-Chairman—Wallace M. Chamberlain, Sales Manager, Michigan Consolidated Gas Company, Grand Rapids, Mich.

INDUSTRIAL & COMMERCIAL GAS SECTION Chairman—Harry A. Sutton, Asst. General Industrial Fuel Representative, Public Service Electric & Gas Company, Newark, N. J.
Vice-Chairman—Karl Emmerling, Asst. General Superintendent, The East Ohio Gas Company, Cleveland, Ohio.

MANUFACTURERS' SECTION Chairman—Frank H. Adams, General Manager, Surface Combustion, Incorporated, Toledo, Ohio.

PUBLICITY & ADVERTISING COMMITTEE Chairman—Charles A. Tattersall, Vice-President, Niagara Hudson Power Company, Syracuse, N. Y.

TECHNICAL SECTION Chairman—Lester J. Eck, Vice-President, Minneapolis Gas Light Company, Minneapolis, Minn.
Vice-Chairman—C. S. Goldsmith, Engineer of Distribution, The Brooklyn Union Gas Company, Brooklyn, N. Y.

tially below that of similar organizations when compared on any valid basis.

You are all aware that headquarter offices have been enlarged and arranged so as to attain the utmost in efficiency. Our staff is being augmented and every effort is being made to obtain the services of additional highly qualified personnel. I believe it is absolutely imperative that the very best men in the industry be obtained. To do this it is necessary to formulate a definite plan for recognizing by salary consideration the individual members of the staff when increased responsibilities are assumed.

cooperation in all activities during the past year. I also desire to thank Messrs. Boothby and Hargrove for their wholehearted support and cooperation. I wish to thank members of the Official Board, Chairmen and members of all committees; I appreciate your sympathetic understanding and am grateful for your assistance in the various Association activities during the past fiscal year. I have enjoyed immensely being your president and I have also enjoyed the cooperation and the contacts of friend-

(Continued on page 519)



The Association's vice-presidents for 1945-1946—R. H. Hargrove (left), vice-president, United Gas Pipe Line Co., and Hudson W. Reed, president, The Philadelphia Gas Works Co.



The 27th Annual Meeting

Gas industry's spokesmen outline far-reaching research, promotional and advertising program to capture vast new markets

MORE than 400 of the gas industry's leaders attended the twenty-seventh annual meeting of the American Gas Association which took place October 24 and 25 in the Engineering Societies Building in New York City. At what might be termed a "conversion" convention, the spokesmen for the industry brought into sharp focus the tremendous problems just ahead and plans made to meet them. Lending color and emphasis to the proceedings, the mighty ships of the victorious United States fleet were gathering in the New York harbor for the Navy Day parade.

The two-day meeting served not only as a sounding board to outline the industry's great postwar program but also provided an opportunity for many working committees of all sections of the Association to crystallize their plans for the coming year. Of special significance was the demonstration of unity in thought and action that characterized the meeting.

Keynote was set by the Association's President, J French Robinson of Cleveland who presented a vigorous and optimistic picture of the industry's affairs in an able address. While pointing out

the rough road ahead, he said the Association offered a ready-made, efficient vehicle on which to travel. "Organization spells salvation," was his admonition. As the "man of the year," chosen by his contemporaries to receive the industry's highest recognition, the Charles A. Munroe Award, his re-

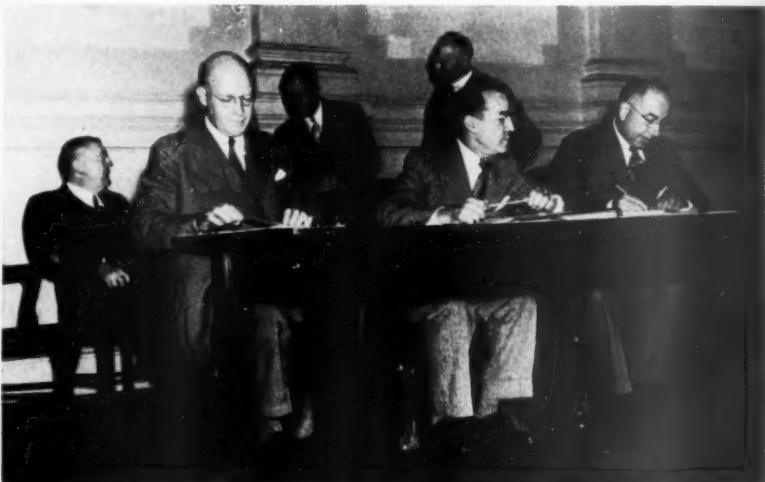
marks, printed elsewhere in this issue, merit particular attention.

The Wednesday morning session opened with a report of the Treasurer, Edward F. Barrett, president, Long Island Lighting Co., Mineola, N. Y. His report reflected the sound condition of the Association's finances and called attention to the adoption of a pension program for A. G. A. employees.

There followed the election of new officers and members of the managing committees of the Natural Gas and Manufactured Gas Departments. The industry's selections for 1945-1946 are listed on adjacent pages. They form an impressive group of capable, farsighted men.

Outstanding feature of the first session was an address on "Leadership and American Business" by Ralph W. Gallagher, chairman of the board, Standard Oil Company of New Jersey, and past president of the American Gas Association. He gave a dynamic concept of the type of American leadership needed to cope with present world problems. "It is not enough," he told his audience, "to adapt ourselves to changed conditions. We ourselves must help change conditions; we ourselves must find and show the way." Text of Mr. Gallagher's remarks is printed on following pages.

Coming to grips with the major problems of the industry, the entire Wednesday afternoon session was de-



The speakers' platform at the Annual Meeting. Seated (front row) are incoming President Everett J. Bootby, Washington; H. Carl Wolf, managing director; and outgoing President J French Robinson, Cleveland. At extreme left, rear, is Treasurer Edward F. Barrett



Section of the audience, Annual Meeting. Five men in the front row are McCarter Medal winners from Washington Gas Light Co.

voted to a symposium on the Gas Industry's Research and Promotional Plan. The pattern of the industry's many-pronged attack on its competitive problems was revealed in significant detail under the leadership of Ernest R. Acker, chairman of the Special Committee directing this program—the most comprehensive ever undertaken by the industry.

Mr. Acker outlined the financial status of the plan and introduced the following chairmen of important segments of the over-all program, who described the scope and progress of their activities to date:

P. T. Dashiell, chairman, Gas Production Research Committee, and vice-president, The Philadelphia Gas Works Company.

E. P. Noppel, chairman, Committee on Coordination of Research, and general consultant, Ebasco Services Inc.

J. J. Quinn, chairman, Domestic Copy Subcommittee of the National Advertising Committee, and general sales manager, Boston Consolidated Gas Company.

D. A. Hulcy, chairman, Promotional Committee, and president Lone Star Gas Company.

Also participating in this forum were Lyle C. Harvey, chairman A. G. A. E. M. Promotional Committee, president, Association of Gas Appliance and Equipment Manufacturers, and president, The Bryant Heater Company, and H. Vinton Potter, director, A. G. A.-A. G. A. E. M. New Freedom Gas Kitchen Program—each of whom

gave a high-spot review of plans of their groups.

A complete report of the symposium will be printed in a separate pamphlet and made available to the entire gas industry. Mr. Acker, in his introduction, also pointed out that operating details of the plan, covering progress during the first fiscal year ending Sept. 30, 1945, are now being distributed.

With continued industry support, success of the Research and Promotional Plan is assured, Mr. Acker stated. "Already organization and financing of the plan have made a deep impression on the business and financial interests of the country and have wakened the industry itself to the value of cooperative effort and of united, aggressive action to improve its own future."

The Thursday morning session opened with an impressive ceremony at which recognition was accorded individuals for distinguished contributions to the gas industry.

Five employees of the Washington Gas Light Company, Ralph A. Talbert, Edward J. Hayden, Patrick E. Magner, Elmer R. Mangum, Sr., and Maurice B.



E. P. Noppel, chairman, A. G. A. Committee on Coordination of Research, who was one of the principal speakers at the General Sessions

McQuade, received McCarter medals and certificates of assistance for outstanding acts of resuscitating persons overcome by gas. In making the presentation, President Robinson pointed out that 778 McCarter medals and 48 bars have been awarded so far, indicating a total of more than 800 lives saved by employees of member companies of the American Gas Association since Thomas N. McCarter established the award in 1923.

The Million Man-Hour Award was presented to the Equitable Gas Company of Pittsburgh, Pa., whose production and transportation departments established the remarkable record of working 903 calendar days for a total of 1,029,000 man-hours without a disabling injury accident. Dorr P. Hartson, vice-president, and newly-elected chairman of the A. G. A. National Advertising Committee, received it on behalf of his company.

Other awards made at this session are described in separate articles.

Progress and developments in the Federal Power Commission's natural gas investigation were discussed by Walter C. Beckjord, chairman, Committee on Investigation of Conservation and Utilization of Natural Gas, and president, Cincinnati Gas and Electric Company, and E. Holley Poe, whose consulting engineering firm is handling the gas industry's presenta-

Major Forward Elected Honorary A. G. A. Member

MAJOR ALEXANDER FORWARD, whose retirement as managing director of the American Gas Association after 23 years, was announced in the last issue of the MONTHLY, is now in a class by himself. At the Annual Meeting in New York, October 25, it was announced that he had been elected an honorary member of the Association by the Executive Board—the only American ever to be so honored. It has been customary for many years to elect the current presidents of foreign national gas associations to honorary membership but this the first time any citizen of this country has been selected for this distinction—thus creating a new class of A. G. A. membership with a total enrollment of one.

Major Forward also received from President Robinson an engrossed copy of the resolution passed by the Executive Board on Sept. 12 expressing regret at his retirement and appreciation of his "unfailing loyalty, high efficiency and steadfast perseverance as managing director for so many years." Text of this resolution was published in October.

tion. Both Mr. Beckjord's and Mr. Poe's remarks are covered in detail elsewhere in this issue.

The newly-elected vice-president of the Association, Colonel Hudson W. Reed, president, The Philadelphia Gas Works Company, laid down some important guideposts for progressive gas company operation in a stimulating address which is reproduced in full herein.

In a notable address, Governor Clarence W. Meadows of West Virginia traced the development of natural gas in that state and enunciated the state's policy with respect to natural resources. He pledged his state "to encourage by every proper means we can employ, the continued venture of private capital into the exploration of new territory and to make certain that gas in proven strata is conserved and withdrawn by the most scientific and efficient methods."

Pointing out that West Virginia in

1942, produced natural gas of an estimated well value of \$87.3 million, or 12.46 per cent of the estimated total value in the United States, Governor Meadows estimated that the industry employs between 15,000 and 20,000 people in his state. He added that it pays an average of \$1,750,000 per year in West Virginia state taxes.

Reporting for the Time and Place Committee, Charles G. Young, chairman, told the delegates that the 1946 annual convention, together with an exhibition of gas appliances and equipment, would be held the week of October 7 in Atlantic City, N. J.

The concluding feature of the program was the presentation of the color and sound motion picture showing the dramatic conditions under which the Tennessee Gas and Transmission Company's 1265-mile 24-inch gas pipe line was constructed. It proved to be a popular and absorbing film depicting a major wartime development.

McCall Home Service Contest Winners

FLORA G. DOWLER, home service supervisor of The Manufacturers Light & Heat Co. and affiliated natural gas companies, was awarded first prize of \$150 and an engraved plaque for her entry in the 1945 contest conducted by *McCall's* magazine for public utility home service departments, it was announced October 25 at the A. G. A. Annual Meeting in New York.

This is the fifth annual McCall's contest

which gives recognition to the four home service directors of those gas utility companies in the United States and Canada whose papers, in the judgment of the Jury of Awards, have indicated outstanding contributions to the war effort.

Second prize of \$100 and a framed parchment went to Julia Hunter, Lone Star Gas Co., Dallas, Texas; third prize of \$75 and a framed parchment was awarded to Vivian Marshall, New Orleans Public Service Co., New Orleans, La.; fourth prize of \$50 and a framed parchment was won by Margaret Holloway, Consolidated Gas, Electric Light & Power Co., Baltimore, Md.

This is the second time Miss Dowler has been awarded first prize as she received top honors in 1943. Her winning paper concerned the activities of the Cumberland and Allegheny Gas Co. in the promotion of a wartime food and nutrition campaign throughout its territory surrounding Cumberland, Md. The major part of this company's record, reviewed by Miss Dowler, involved the cooperation extended to the Cumberland Board of Education in fostering a school lunch program for more than 15,000 children.

Miss Dowler also won first prize last June in the A. G. A. Water Heating Committee's essay contest.

The Jury of Awards consisted of R. A. Malony, Bridgeport, chairman; Ruth Soule, Brooklyn; W. S. Potter, Elizabeth; W. D. Williams, Newark; and J. Ellis Briggs, Poughkeepsie.



Flora G. Dowler, home service supervisor, Cumberland & Allegheny Gas Co., receiving her prize-winning plaque. Left to right: W. P. Cooper, Board of Education; Miss Dowler; John Fisher, acting sales supervisor; Alice Ruth Hoon, home economist; C. C. Robbins, dist. manager

Magnesium Rods Used To Prevent Corrosion

ONE of the initial projects undertaken by the Houston Natural Gas Corporation's recently established department of safety and research called for the installation of a number of magnesium rods for the purpose of protecting the new Alice-Corpus Christi pipe line against corrosion.

The undertaking was notable in that it embraced an entirely new method of providing pipe line protection against corrosion; a method which is directly an outgrowth of the war in that it offers a new use for magnesium. The project was completed early in December after Robert M. Hutchison, director of safety and research, and George Ross of the company's engineering department, had installed 43 of the magnesium rods over the 42-mile distance covered by the pipe line.

The rods, each four inches in diameter, 20 inches long and weighing 17 pounds, were buried in the soil on the average of a mile apart, with the top of the rod on an approximate level with the top of the pipe. The rod which serves as an anode, is connected to the pipe line with an insulated copper wire. It creates an electric current which flows to the pipe and generates a continuous electric charge sufficient to offset the prevailing moisture and soil tendencies causing corrosion.

The new method of fighting corrosion presents an obvious advantage in that the pipe line will require much less maintenance attention than before. It is estimated that the magnesium rods attached to the Alice-Corpus Christi pipe line will give protection for at least ten years before requiring replacement.

Honorary Members

THE Executive Board of the American Gas Association, at its meeting October 24, elected the presidents of the following organizations as honorary members:

British

British Commercial Gas Association
Institution of Gas Engineers

French

Union Syndicale De L'Industrie Du Gaz En France (United Council of Gas Industry in France)

Swiss

Swiss Association of Gas & Water Engineers

Danish

Danish Gas Engineers Association

Australian

National Gas Association of Australia

Leadership and American Business

Having solved problem of production, leadership now must meet less tangible problems of distribution, of government, of security, of human relationships



R. W. Gallagher at the Annual Meeting

BY R. W. GALLAGHER

*Chairman of the Board
Standard Oil Company (N. J.)*

aplenty that the problems of peace are no less vast and no less urgent than those of war. Scores of questions affecting the whole future of our country must be answered. Many of them must be answered by American businessmen.

Challenges and problems are not strange to us. American business has successfully and constructively met them in the past. But in that past, problems were mainly those of production—of organizing the great resources of this country to meet people's material needs. Businessmen did a remarkable job in that field.

Today, of course, there are still problems of physical production. But by and large we can see ways to supply the goods that people need to live full and healthful lives. American business understands and practices the technique of large-scale production.

Now, however, we face problems that are more difficult than those of material output. They are more diffi-

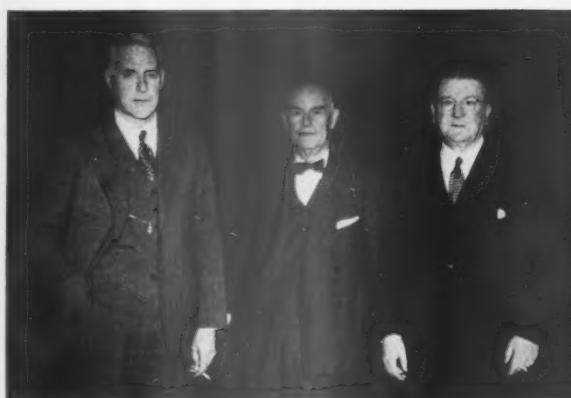
cult because they are less tangible. These are the problems of distribution, of government, of security, of human relationships.

When the chief need of the American people was for material goods, certain individuals discovered means for meeting those needs, and they became the great businessmen of the country. Because they found ways to solve the problems of their day, they exercised leadership in their society. That leadership carried America far towards the goal of individual freedom and happiness.

If American businessmen are to continue to lead they must bring to the problems of today no less imagination, no less energy, no less ability than they have applied to the problems of production.

Essentials of leadership are awareness of the deep aspirations of people and ability to provide constructive suggestions as to how those aspirations may be realized. Leadership will not be granted to those who are content simply to point out the difficulties and flaws in the proposals of others. If today's managers of private enterprise

OUR nation has just ended a major war victoriously. A great challenge has been met. A task has been completed—the task of beating down a serious threat to our way of living. But all of us are aware, I am sure, that the job was not a final one. Conclusion of the war does not mean the end of problems. On the contrary, there are signs



Ernest R. Acker, Poughkeepsie, 1944 A. G. A. president and chairman, Special Committee on Gas Industry Research and Promotional Plan; George W. Hawley, Bridgeport, 1942 A. G. A. president; and Edward F. Barrett, Mineola, who was re-elected treasurer for 1946



E. P. Noppel, New York, chairman, A. G. A. Committee on Coordination of Research; Norman B. Bertolette, Hartford; R. M. Conner, Cleveland, director, Testing Laboratories; Alfred E. Forstall, Montclair; P. S. Young, Newark, 1935 president of the American Gas Assn.

are to justify their positions, they must conceive their duties in broader terms than simply the production of goods. They must have a sense of public responsibility; must see their function in society from a modern viewpoint, and must assume active roles.

It is not enough merely to "adapt ourselves" to changed conditions. We ourselves must help change conditions; we ourselves must find and show the way.

I do not want to convey any impression that I believe the responsibility is ours alone. What I am saying is that unless we bear our share of the load, the initiative will pass to others by default. Neither am I suggesting that today's complex economic problems do not at times require the help of government in their solution. But I am warning that when management, or labor, or local government, or any other group turn to Federal aid to solve problems they ought to be capable of solving themselves, they should realize that they generally will have to give something in return. If one asks, for example, that the police powers of the state be used for his benefit, he does not get the advantages of that power for nothing. He has to pay, and often pay double. He may, in fact, be endangering the very freedom which is one of the basic aspirations of all our people.

This is not because men in government are hostile to the liberties of the people. The question is simply how far in such cases the power of government will be used to regulate, and to what degree such regulation may be-

come permanent. It seems certain to me that the regulatory powers of government will be exercised to the extent that the private leaders of our country fail to accept and meet the responsibilities that society has entrusted to them. So-called "government interference" often is not really interference at all, but is induced by the inadequacy of those who normally are depended on to meet the need. If America has proper leadership, few situations will arise which will call for intervention by government in the private affairs of its citizens.

In the Declaration of Independence there is a phrase which states that governments derive "their just powers from the consent of the governed." Let me paraphrase that and say that, in a free society, leadership derives from the willingness of people to follow.

People will follow someone who tries to find answers to their deeply felt needs. They will desert leadership which ignores their needs or which is limited to criticizing proposed solutions without putting forward any alternatives.

As evidence of this we have only to consider the support that can be obtained for what are often called "crackpot ideas" when those ideas seem to offer solutions to problems which face large numbers of people. The Townsend Plan is a good example. It won thousands of followers because it offered a scheme, however impossible of practical operation, for meeting the desire of people for economic security. It lost its force following the adoption of more practical measures which attained the same objective.

In this connection, I might observe that "crackpot ideas" are symptoms which may deserve more respectful consideration than we usually give them. Their very existence may call attention to a problem. The more such schemes there are, the more important the problem is likely to be. In the field of scientific invention, for example, the greatest number of novel ideas usually springs forth where there is most pressing demand for a new way to do things. Before Cyrus McCormick demonstrated his reaper in 1831 there were records of one German, two French, 22 American and 33 English attempts to make a reaping machine. Many of those devices were no doubt completely impractical—"crackpot ideas"—and when McCormick found the right answer to the problem of easing the toil of gathering grain, the earlier machines were discarded. But at least the inventors were trying—and they were making progress for all of us by that most basic device of the researcher—trial and error.

In general, the great mass of a people have a pretty accurate sense of the important needs of their time. What are some of the needs which most concern the American public today?

Obviously, they want a plentiful supply of low-cost product and services. But they want more than that.

They want protection against threats to their living standards through sickness, accident, unemployment and old age. They want the standards of their families protected against the death of the chief earner.

They want (*Continued on page 519*)



R. E. Ginna, Rochester; Major Alexander Forward, New York, retired A. G. A. managing director; Irving K. Peck, Binghamton



F. H. Trembley, Jr., Philadelphia; H. V. Potter, New York, director New Freedom Gas Kitchen Program; H. S. Christman, Philadelphia

A Look at the FPC Gas Investigation

An evaluation of factors involved in the nationwide natural gas study and of the gas industry's position in relation to the mass of conflicting testimony



E. Holley Poe at the A. G. A. meeting

DESPITE the confusion of many counsels that prevailed at the outset, I believe I can now say that the natural gas industry is facing the Federal Power Commission's Docket G-580 investigation with clear thinking and the promise of unified and intensive action as the unfolding pattern demands.

It will not be practical to go into the complete details of the day-to-day presentations by both friends and adversaries of the natural gas industry at the

In introducing E. Holley Poe at the annual meeting of the American Gas Association, where the following address was presented, Walter C. Beckjord, chairman, A. G. A. Committee on Investigation of Conservation and Utilization of Natural Gas, clarified the Association's position as follows:

"While the Association has taken the position that it cannot appear itself to represent its membership in the investigation, it is using its facilities to the fullest extent to aid its members and the independent Natural Gas Industry Steering Committee which has been set up by the industry to coordinate the natural gas industry's case. This committee is made up of leaders in the industry and includes producers of oil as well as gas. Several members of the American Gas As-

sociation's committee are represented on the Steering Committee as well as on the several subcommittees.

"The Steering Committee retained Wesley E. Disney as its counsel, and the services of E. Holley Poe and Associates as engineers, economists and consultants, and will use also members of the industry for the development of data.

"The Association has been requested through the chairman of the Steering Committee to assist it in the preparation of its case; and through the Natural Gas Department and the Association's Statistical Bureau, has already cooperated extensively in the planning, preparation and distribution of a Natural Gas Utilization Survey form and will assist or undertake the compilation and summarization of the results

BY E. HOLLEY POE

E. Holley Poe and Associates,
New York, N. Y.

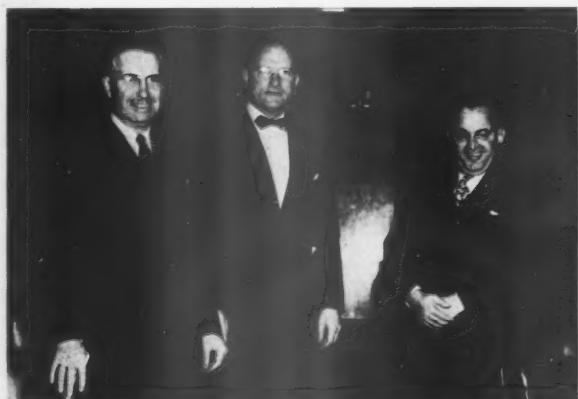
two hearings which have already been concluded. As you know, these were held in Kansas City, from September 18 to 26, and then in Oklahoma City from October 9 to 13. Two more meetings in producing states are now scheduled; one in New Orleans, starting November 12, and the other is to open in Dallas on December 10.

I believe it will be of more interest and of greater practical value if I run briefly through what I consider to be

the net results of the hearings to date, rather than attempting a categorical summary of all of the testimony of all of the witnesses.

The "in-the-field" method of investigation adopted by the commission has provided a rostrum for the airing of many traditional arguments against natural gas expansion. And the factual information uncovered to date would seem to be incommensurably small in relation to the time and effort consumed in gathering it.

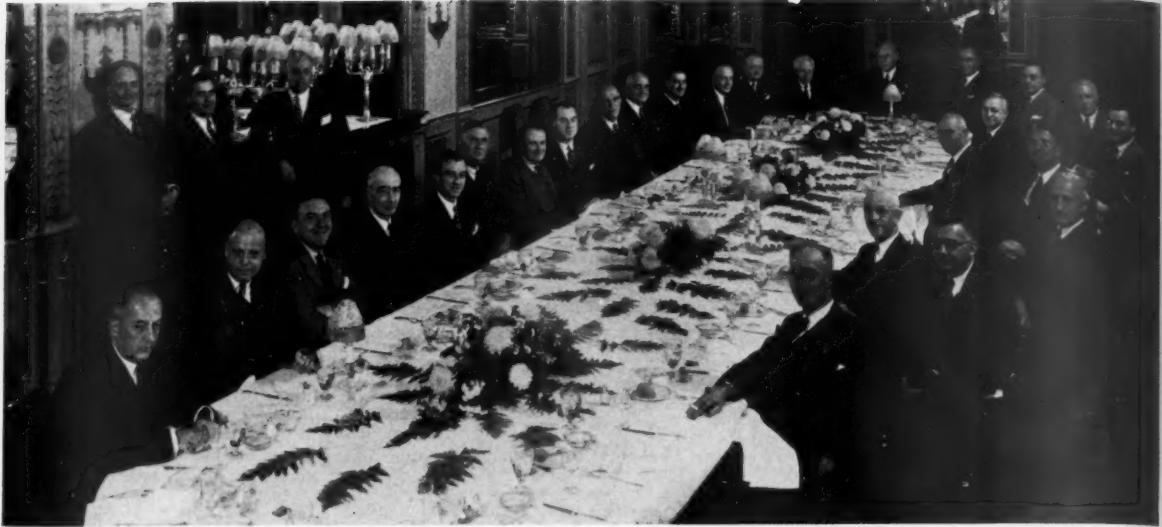
Out of the mass of extraneous and opinionated evidence presented, it may become next to impossible for the commission to piece together an objective



Act. Sec. officers: C. E. Packman, Chicago, retiring chair.; O. H. Ritenour, Washington, past chair.; E. F. Embree, New Haven, new chair.



F. J. Hoenigmann, Chicago; Fred Lauer, Chicago; James P. Hanlan, Newark; Andrew J. Gonnoud, Brooklyn



Members and guests of Manufactured Gas Department Managing Committee at the Annual Meeting dinner, October 24

Managing Committee for Manufactured Gas

HUDSON W. REED, president of The Philadelphia Gas Works Company, who was elected second vice-president of the American Gas Association at the Annual Meeting on October 24, is the new chairman of the Managing Committee of the American Gas Association. Other members of the committee for the 1945-1946 term were elected as follows:

R. G. Barnett, Portland Gas & Coke Co., Portland, Ore.
Edward F. Barrett, Long Island Lighting Co., Mineola, L. I., N. Y.
Alexander M. Beebe, Rochester Gas & Electric Corp., Rochester, N. Y.
Walter S. Byrne, Metropolitan Utilities District, Omaha, Neb.
H. R. Cook, Jr., Consolidated Gas Electric Light & Power Co. of Baltimore, Baltimore, Md.
E. H. Eacker, Boston Consolidated Gas Co., Boston, Mass.

C. S. Goldsmith (Vice-Chairman, Technical Section, A. G. A.), The Brooklyn Union Gas Co., Brooklyn, N. Y.
Alfred Hirsch, Vice-President, The Laclede Gas Light Company, St. Louis, Mo.

Harry L. Nickerson, The Brooklyn Union Gas Co., Brooklyn, N. Y.

E. J. Tucker, Consumers' Gas Co. of Toronto, Toronto, Canada

G. M. Johnson, Northern Indiana Public Service Co., Hammond, Ind.

Frederick A. Lydecker, Public Service Elec. & Gas Co., Newark, N. J.

Edward G. Boyer, Philadelphia Electric Co., Philadelphia, Pa.

B. T. Franck, Milwaukee Gas Light Co., Milwaukee, Wis.

A. H. Stack, Tampa Gas Company, Tampa, Fla.

Thomas L. Kemp, Citizens Gas & Coke Utility Co., Indianapolis, Ind.

correlation of industry information. But it is well to bear in mind that such a net result may not be at all prejudicial to the commission's ultimate objectives. If it is the commission's intention to lay the evidence before Congress with recommendations for new and more restrictive amendments to the Natural Gas Act, then almost any position that the commission may take will be supported by some evidence or other gathered during the hearings. And since the commission is under no obligation to do any more than state its own conclusions based on the evidence, its own

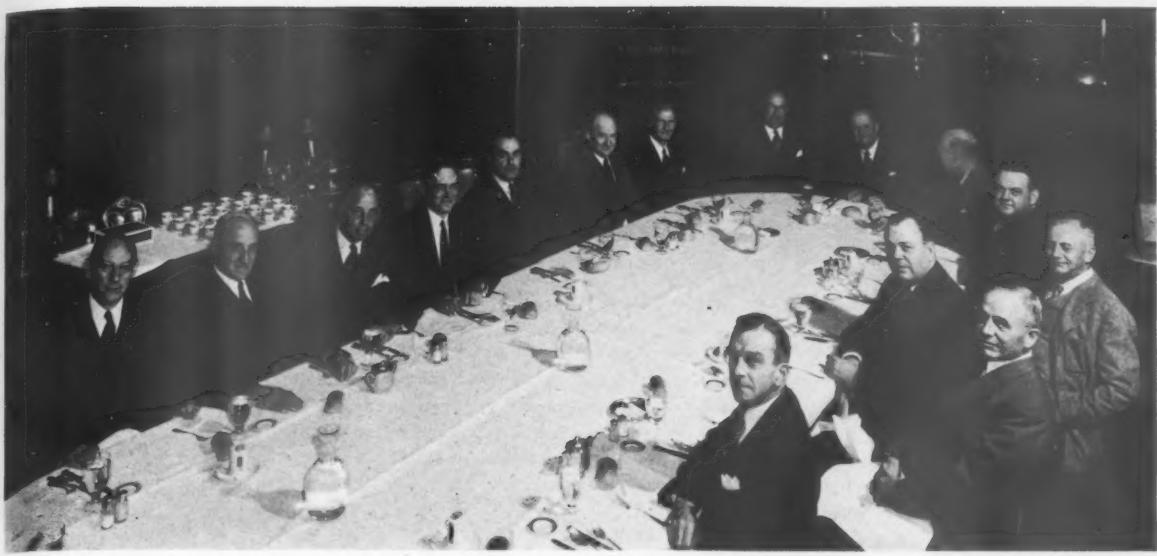
qualitative analysis could thus take precedence over any quantitative—ponderance of evidence—considerations that the commission might choose to ignore.

However, since the commission has announced that it is launched on a comprehensive energy resources survey, the natural gas industry must accept this at face value and proceed in a manner designed to make the best of the situation that now confronts it.

As you know, a natural gas industry Steering Committee has selected our organization to assume the direction and

responsibility for the organization, analysis and presentation of information germane to the industry's case. We have also been authorized to analyze the testimony of others at the hearings and to assist counsel in preparing questions for cross-examination of witnesses.

In the contacts necessary to this preparation, we have worked with the Federal Power Commission staff in an atmosphere of mutual respect, and it is not my intention here to cast any aspersions on the sincerity of the commission's intentions. But we do believe



Dinner meeting of the Managing and Advisory Committees of the Natural Gas Department, October 23 in New York

Managing Committee for Natural Gas

NEW members of the Managing Committee of the Natural Gas Department of the American Gas Association were elected at the Annual Meeting in New York on October 24. R. H. Hargrove, vice-president, United Gas Pipe Line Company, who stepped up from second to first vice-president of the Association, continues as chairman for the 1945-1946 term. Other members are as follows:

B. C. Adams, The Gas Service Company, Kansas City, Mo.
C. E. Bennett, The Manufacturers Light and Heat Company, Pittsburgh, Penn.

Joseph Bowes, Oklahoma Natural Gas Company, Tulsa, Okla.

A. F. Bridge, Southern Counties Gas Company, Los Angeles, Calif.

F. C. Brown, Natural Gas Pipeline Company of America, Chicago, Ill.

E. Buddrus, Panhandle Eastern Pipe Line Company, Chi-

cago, Ill.
D. P. Hartson, Equitable Gas Company, Pittsburgh, Penn.
D. A. Hulcy, Lone Star Gas Company, Dallas, Texas
F. H. Lerch (Jr.), Consolidated Natural Gas Company, New York, N. Y.
E. P. Noppel, Ebasco Services Incorporated, New York, N. Y.
F. T. Parks, Public Service Company of Colorado, Denver, Colo.
C. P. Rather, Southern Natural Gas Company, Birmingham, Ala.
E. L. Rawlins, Union Producing Company, Shreveport, La.
Paul Taylor, Stone and Webster Service Corp., New York, N. Y.
A. H. Weyland, Arkansas Natural Gas Corporation, Shreveport, La.
C. H. Zachry, Southern Union Gas Co., Dallas, Texas

that there are certain assumptions, and actions predicated on those assumptions, that must be accepted as basic to our viewpoint if we are to proceed with due diligence in the presentation of our own side of the controversial questions at issue.

1. We assume that the purpose of the investigation is to bolster an anticipated request to Congress, by the commission, for more comprehensive powers to regulate and control natural gas.
2. We regard it as completely impossible to separate considerations of

natural gas policies from those of all other energy resources, particularly coal and oil.

3. Therefore, agencies and industries will have to be investigated and that are not subject to the jurisdiction of the commission.
4. Where essential facts respecting other fuels are not readily forthcoming from voluntary industry witnesses, it must be our responsibility to direct the investigation into those neglected channels.
5. We will present, as the industry's case, all available or obtainable in-
- formation that we believe falls within the scope of the commission's legitimate interest under the present natural gas act as amended—and no more.
6. The summary of the industry's case will be a brief for reasonable regulation, held at the minimum consistent with the public good, and permitting freedom for economic expansion in the public interest.

I believe that we can safely say that all of our operations to date in behalf of the natural gas industry have conformed with these general principles.

It is therefore of interest to run briefly through the record so that we may gain thereby a rough appraisal of how we stand at the present writing and see whether our interests have been enhanced or harmed by the hearings that have been held so far.

On the assumption that what bolsters the Federal Power Commission's position is detrimental to our own, let us see what gains can be chalked up as being definitely to the commission's advantage. As I see it, these are two, and they are very formidable advantages from the viewpoint of the proponents of increased F. P. C. jurisdiction.

First, the hearings have practically blocked off all competition by other governmental agencies and Congressional hearings for the right to even discuss legislation affecting the natural gas industry. A full investigation of the entire fuel energy resources picture by any special Congressional committee is now highly improbable; and the Department of the Interior is shoudered out entirely as an agency that had tried to compete for authorization to do the investigating job.

A second gain for the commission lies in the fact, already mentioned, that the variety of evidence being presented, and its divergence in viewpoint, will supply the commission with some degree of weight and authority to bolster almost any conclusions that it may care to draw in making its recommendations to Congress.

Third, to the extent that disgruntled

small producers have been able to gain a platform to air their grievances against pipe line companies, the commission is able to present a picture of the industry as at war with itself.

On the other hand, viewing the proceedings to date through the eyes of natural gas obstructionists—they also have cause for some satisfaction with the progress of events.

To begin with, the very fact that the investigation was held at all represents a victory for certain lobbyists. We should, every one of us, view this victory for just what it is—an indication of the alert and formidable nature of the strategy that seeks to stop the progress of natural gas, and confine it to already existing service areas.

Harmful Atmosphere

A further source of gratification to our adversaries lies in the intangible atmosphere that has been created by the hearings. This is, an atmosphere wherein it is almost taken for granted that there is a need for additional regulation over natural gas. Thus, the only unanswered question tends to be merely one who should be given the new authority, whether it be the states or a federal agency. Since the industry rests its contention on the need for less rather than more regulation, it is obvious that this viewpoint, if allowed to go unchallenged, can be extremely damaging to our ultimate aims.

Those, and perhaps some other minor triumphs for the obstructionists,

seem to me to represent the dark side of our picture as it now stands.

But we, too, have made what we are entitled to regard as some important gains.

In the first place, through the only industry witness that we have put on to date, we have succeeded in placing in the record a very fair and at the same time a deservedly optimistic picture of the natural gas reserves of the nation. Dr. E. DeGolyer, on the stand during the opening session in Kansas City, testified that his studies indicate a reserve of at least 140 trillion cubic feet of natural gas already proved by drilling in major fields only. For the record he has also inserted his prediction that new discoveries will continue to increase the reserves in the future, as they have done in the past.

Dr. DeGolyer's testimony has not been subjected to cross examination, but it is not likely to be seriously disputed or broken down under any interrogation that can be made by the opposition. It is of value to our cause, too, that the press took up the DeGolyer figures as authoritative, and gave them reasonably wide publicity. Thus, the industry has, in a large measure, countered the propaganda of those who would urge stronger Federal regulation in a panic of apprehension over the future supply of natural gas.

Another industry gain noted is the fact that the advocates of strong state regulation and conservation measures, as opposed to Federal encroachment,



W. E. Steinwedell, Cleveland; K. W. Stookey, Cleveland; A. W. Olsen, Newport News; G. F. Briggmann, New York; Lester J. Eck, Minneapolis, newly elected chairman, A. G. A. Technical Section



sion. Home Service girls who served were Bladwen Lloyd, Jessie McMinneheimer, Isabel Ottenheimer, Lucille Russomanno, Ruth Soule, Winifred Jantz and Elsa Steinberger (not in picture)

were obliged to take a definite position which was in its net effect favorable to the natural gas industry's viewpoint.

Kansas and Oklahoma were represented by their governors, by the chairmen and members of the technical staffs of the corporation commissions. It was pointed out that physical waste in dry gas fields has been stopped through regulations promulgated and enforced largely on the basis of industry consent and without litigation.

Officials in both Kansas and Oklahoma are sharply opposed to any extensions of Federal authority over the production and sale of natural gas. These states quite naturally want to develop all possible markets within their borders, but they are entirely willing to export gas as part of the free movement of the resources of all states in the best interest of the national economy.

Favorable also to our industry is the fact, already patent, that practically all areas with an excess of gas want to be able to export it without hindrance, providing only that the price is fair, and consuming areas demand that they be given unrestricted access to any production that is willing to serve them at an equitable price.

The fundamentals just outlined point to certain conclusions and indicate the need for industry action based on those conclusions.

The industry is convinced that the commission's jurisdiction should be restricted and not enlarged. The great

majority of the state commissions agree with the industry in this respect.

The industry will cooperate with the commission to every extent that is practical and reasonable, but it proposes to present a case for freedom from restrictions that tend to limit economic expansion of natural gas in the public interest.

We take the position that the known gas reserves of the United States are tremendous. And we shall show that the development of new gas reserves has exceeded production since the earliest discoveries.

We take the position that production, gathering and processing of natural gas, being essentially a function of field operations, does not rightfully belong long in the purview of Federal regulation.

Conservation Under State Regulation

We shall show that great progress has been made in conservation of natural gas through state and industry cooperation. We shall describe the varied character of the problem from area to area and the necessary differences in policies required for further improvement. This, therefore, affirms our position that the responsibility for conservation should remain in the more flexible and adaptable state regulation.

There are no longer any practical physical limitations on the distance that natural gas can be transported. The real limitation on distance is only one

of cost and the problem then becomes one of economics. The economic implications of gas in relation to a national fuel policy will be competently analyzed and convincingly presented.

The presentation that we are now preparing in support of all these contentions, will be as complete as time and industry cooperation make possible. In mentioning that cooperation, allow me to express my extreme gratification at the spirit of mutual assistance and harmony that has already marked our labors with industry representatives.

We have been obliged to make demands on the time of your technicians when they could ill be spared from their responsibilities to the problems being posed by conversion to peacetime operation. We have come to you for detailed and specific information when the gathering and tabulating of such information could be nothing less than a new burden that you could ill afford to shoulder. And between now and the time in the spring of 1946 when we shall present our complete case, we will be obliged to come back, perhaps many times, for substantiating evidence on which to build our story.

You have borne with us thus far in splendid spirit and in good part. Let me express to you my personal feeling that if this spirit is maintained to the end, we shall appear with a case sufficiently strong to assure for natural gas its proper place in the fuel economy of the country.



Canadian-American trio—J. D. Von Maur, Toronto, president, Canadian Gas Association; J. French Robinson, president, American Gas Association, and E. J. Tucker, Consumers Gas Co., Toronto



East Ohio Gas Company executives, W. G. Hagan, R. F. McGlone, and D. E. Maloney, renew acquaintance with R. F. Gallagher, chairman of the board, Standard Oil Co. of N. J., former East Ohio president

New Responsibilities of Management

The Association's incoming vice-president presents his views at the Annual Meeting
on measures necessary to maintain our present high standing in the gas utility field

TO DAY, most gas operating companies are riding on the crest of the waves of prosperity and apparent security. We have witnessed, during the past several years, opportunities that we had never dreamed could happen.

After years of struggling to secure a foothold on the house heating business I have witnessed the amazing spectacle of seeing house heating solicitors converted first into desk order-takers and then into customer contact men explaining to thousands of prospects why, due to curtailed manpower and limited heaters available, gas heating installations must necessarily be postponed until the following year. I have seen prospective industrial consumers, who for years were skeptical of the value of gas as an industrial fuel, develop uses for industrial gas that our industrial salesmen had considered possible but not probable.

The amazing thing about these novel conditions is that the utilities did not create them. Credit for this golden opportunity cannot be assumed by the gas industry; it was handed to it on a silver platter. Credit can be assumed by those company managers who were ready to grasp the opportunity when it

BY HUDSON W. REED

President, The Philadelphia Gas Works Company, Philadelphia, Pa.

came rapping at the door, and additional credit by those in the industry who will assume the responsibilities of taking the necessary steps to capitalize on the opportunities available to our industry today.

Now, what are some of the responsibilities necessary to maintain our present high standing in the utility field? Much of the future scope and direction of our industry depends upon the course we set today. The general acceptance of gas as the best industrial fuel is such that this class of business requires little comment. General acceptance of gas for house heating is assured provided the required service is forthcoming. It is the retention and further promotion of the residential consumer which will require the business philosophy spoken of so many times in postwar plans but never fully developed.

Our immediate responsibility for maintaining our supremacy in the domestic field is to see that the convenience and satisfaction that our custom-

ers experience with our fuel is better than that which they receive, or believe that they would receive, from competitive services. The results obtained will ultimately determine our success or failure.

We are definitely responsible for the kind of advertising used. If it is good, it can be of great help; conversely, it can do irreparable damage if it is of the wrong type. In developing advertising campaigns, one is apt to believe that all advertising, if attractive and pleasing to the eye or ear, has the same effect for all services or commodities. This belief is erroneous. Millions of smokers may be enticed to purchase a new brand of cigarette through flamboyant advertising. If the product is found wanting it is cast aside and, due to the cheapness of it, no resentment is experienced. However, if we advertise a domestic appliance as the last word in reliability and convenience, and it proves otherwise, or if the appliance is as advertised but is not serviced properly, or if we make claims of performance or the elimination of work that can not be substantiated, we are laying up trouble for ourselves during the entire life of the appliance. While I am in full sympathy with an aggres-



R. M. Conner, director, A. G. A. Testing Laboratories, and A. H. Harris, Jr., Winnipeg



Past President Arthur F. Bridge, Los Angeles, and William S. Potter, Elizabeth, N. J.



Hale A. Clark, Detroit, past Ind. and Com. Gas Section chairman, and D. D. Beach, Atlanta

sive program, we must carry the responsibility for every statement made in both local and national advertisements.

We are responsible for equitable gas rates, consistent with good service, reasonable return on investment and fair wages. Extremely low rates are not necessarily a requirement for a successful company. Customers are generally willing to pay a fair price for a service that satisfies them and will reject a service that is not satisfactory, regardless of cost. That many communities with lower gas rates per therm have a higher saturation of electric ranges than have other communities with higher gas rates should be ample proof of this statement. The urge to unduly reduce rates may readily lead to lowering the quality of service or withholding wage increases that are justifiable. Either condition works contrary to the general objective.

To illustrate my point, a reduction of one dollar per year per customer constitutes a sizeable rate cut. This amount is so insignificant that, if given today, would be forgotten tomorrow, whereas the same amount, if available and spent for improved customer service, would be more fully appreciated than the slight decrease in rates that probably would never be noticed in the budget of the average customer.

We are definitely responsible for keeping inferior appliances on our lines down to the irreducible minimum. For appliances sold by the utility there is no problem. The public can be made conscious of value received and will willingly pay a fair

price for appliances of superior performance. The substantial volume of gas refrigerator sales, notwithstanding a premium price, is conclusive evidence that, if the product is right, the sales price is secondary. We are likewise responsible to see that dealers sell only high grade appliances, even though such a sales plan cuts deeply into the sales made by the utility. Whether we like it or not, appliance dealers are a permanent part of our domestic economy. They can sell either gas or competitive appliances; therefore, the degree of success in offsetting competition is governed to a large extent by the influence the utility can bring to bear on the dealers to sell not merely gas appliances but approved ones.

Responsibility of Service

The responsibility of service to the consumer is frequently given lip service only. Service starts at the time when the consumer signs his contract and ends only when he pays his bill with the belief that the convenience attained through his use of gas is well worth the money charged for it.

The first direct responsibility of the utility, as far as service is concerned, is to see that the gas supplied will be of a standard as to heating value, cleanliness, and pressure uniformity that will permit maximum appliance performance. Starting from here there are two other factors that have a major influence on customer acceptance of gas service.

The first is our own sole and unassignable responsibility—that of servicing all appliances on our lines. With

the best fuel and the best appliances, we can lose our prestige and customer support if the appliances are improperly adjusted. An appliance can be as easily unsold in the home as it is sold on the sales floor. The cost of providing proper service should not be considered just as another expense but as money invested in customer good will. I do not presume to tell you the elements that make up a trained and adequate appliance service department; that is your individual responsibility, but I do wish to impress upon you the definite need of high quality appliance servicing as a very important phase of our business.

Another equally important factor is the standard of performance of the appliances provided by our manufacturers. Because of this, the relationship between the appliance manufacturer and ourselves is a matter of prime importance to our industry. Such relationship is of equal importance as that with our customers and employees. Too often the utility decision with respect to appliance promotion and purchase has been of a nature that would tend to damage this relationship. There is need in our industry to correct this condition if we are to achieve our ultimate goal of complete customer acceptance of our services.

The manufacturers of high grade gas appliances are deserving of our sympathetic consideration, and in a spirit of enlightened selfishness in the support of our own interests, we should adopt policies that will permit these manufacturers to grow and develop with us.



R. G. Barnett, Portland, and D. A. Hulcy,
Dallas, chairman, Promotional Committee



Charles G. Young, program chairman, and
Frank H. Adams, Mfrs.' Sect. chairman



Louis C. Smith, Harrisburg, and Major Alexander Forward, retired managing director

We are fortunate in having manufacturers in every appliance field that see eye to eye with us in the development and sale of constantly improved gas appliances. Granting that great progress has been made up to the present time, there is still much to be accomplished before the ideal gas appliance is achieved. For the benefit of both the manufacturers and the utilities we must stick everlastingly at these required refinements.

Our responsibility to the forward-looking manufacturer is two-fold—to guide him in his development and support him through the promotion and sale of his product. The extent that the utility may guide the manufacturer is not as limited as one may think but in no way should it detract from the manufacturer's prerogatives or responsibilities. Suggestions should, in effect, state the objective to be gained and the manufacturer should have full latitude in reaching that objective by his own method and with his ingenuity unimpaired.

The privilege afforded the utility, directly or through the A. G. A., of recommending appliance improvements, carries with it the obligation of being continuously aware of the progress made by competition and the needs of the industry to offset it. Honest statements regarding the superiority of gas as compared with other fuels should be made fearlessly and with the sole interest of the gas industry at heart.

To me it is perfectly axiomatic for the

industry to spend millions of dollars for advertising to extol the advantages of gas over competitive fuels unless full cooperation is had from all Association literature. Inasmuch as all sale's claims are to some extent controversial, the contributors to A. G. A. activities are entitled, above all things, to the full support of all A. G. A. publications regardless of how controversial the matter is, provided that no injustice is done to our competitors.

Manufacturers have, with justification, complained that the many and at times, conflicting and capricious individual requirements of utilities place them under a manufacturing disadvantage resulting in interrupted production and higher costs. I am in full sympathy with their point of view, and believe that the utilities have an obligation to the manufacturers to reduce their individual requirements to a defensible minimum. Utilities serving gases of approximately the same type should combine their requirements so as to provide a single standard for the manufacturers to meet. The current effort being made to standardize the house heating equipment requirements for manufactured gas is a major step in this direction.

Another responsibility to the manufacturer of better appliances is to support him in the promotion and sale of his product. In this connection, it is my opinion that those manufacturers who do not build competitive equipment are most deserving of our sup-

port. Such manufacturers should not be forced to sell their product at a price that will make it impossible to earn a fair return, or to keep ahead in their development work. To drive such manufacturers to a no-profit point is to kill the goose that lays the golden eggs. Each utility has a responsibility to so conduct its appliance purchasing and promotion that their particular manufacturers can carry on the necessary appliance promotion and development work that will keep our industry ahead, or at the very least, abreast of competition. There is nothing more discouraging to a manufacturer of efficient and trouble-free appliances than to ask him to meet the price of competitors who produce an inferior product. Such practice should be definitely stopped.

A solid front maintained by the gas utilities and the appliance manufacturers is our best insurance for a successful future. Such cooperation will provide the gas industry with high quality appliances fully capable of meeting any competitive situation and comparatively free of service complaints. Appliances of this type, energetically and honestly advertised, backed up by an adequate and competent appliance servicing organization, will provide the ground work for continuing the present enviable position of the gas industry. The customer convenience and satisfaction resulting from such a program is our best hope for the future.

In conclusion, may I state that I fully

The Penalty of Leadership

● In every field of human endeavor, he that is first must perpetually live in the white light of publicity. Whether the leadership be vested in a man or in a manufactured product, emulation and envy are ever at work. In art, in literature, in music, in industry, the reward and the punishment are always the same. The reward is widespread recognition; the punishment, fierce denial and detraction.

When a man's work becomes a standard for the whole world, it also becomes a target for the shafts of the envious few. If his work be merely mediocre, he will be left severely alone—if he achieve a masterpiece,

it will set a million tongues a-wagging. Jealousy does not protrude its forked tongue at the artist who produces a commonplace painting. Whatsoever you write, or paint, or play, or sing, or build, no one will strive to surpass or to slander you, unless your work be stamped with the seal of genius.

Long, long after a great work or a good work has been done, those who are disappointed or envious continue to cry out that it cannot be done. Spiteful little voices in the domain of art were raised against our own Whistler as a mountebank, long after the big world had acclaimed him its greatest artistic genius. Multitudes flocked to Bayreuth to worship at the musical shrine of Wagner, while the little group of those whom he had dethroned and displaced argued angrily that he was no musician at all. The little world continued to protest that Fulton could never build a steamboat, while the big world flocked to the river banks to see his boat steam by.

The leader is assailed because he is a leader, and the effort to equal him is merely added proof of that leadership. Failing to equal or to excel, the follower seeks to deprecate and to destroy but only confirms once more the superiority of that which he strives to supplant. There is nothing new in this. It is as old as the world and as old as the human passions—envy, fear, greed, ambition, and the desire to surpass. And it all avails nothing. If the leader truly leads, he remains—the leader. Master-poet, master-painter, master-workman, each in his turn is assailed, and each holds his laurels through the ages. That which is good or great makes itself known, no matter how loud the clamor of denial. That which deserves to live—lives.—THEODORE F. MACMANUS's great advertisement for Cadillac, published in 1915, which recently won the most votes as the "greatest advertising copy of all time" in an informal survey conducted by *Printer's Ink*.

realize that I have not developed a single new technique in gas utility policy of operation. I also realize fully that each utility has its own specific operating problems. However, there must be a philosophy of operation that will, to some extent, be beneficial to all companies. The policies I have outlined, simple and homely as they may seem to be, have proved successful for our company—they may likewise help you.

A. G. A. Sets Up Committee on Natural Gas Reserves



N. C. McGowen

PREDICTED, provide a source of dependable information on this subject which will be of great benefit not only to the industry itself, but to the many related undertakings as well as to the consuming public and other interested persons.

It is contemplated that the work of this committee will be closely correlated with that of the Committee on Oil Reserves of the American Petroleum Institute (which has for many years been estimating the oil reserves of the nation) in order that there may be an interchange of information and findings by the two committees.

The committee will be composed of the following members, who represent all of the gas producing sections of the nation:

N. C. McGowen, United Gas Corporation, Shreveport, La., *Chairman*.
 Lyon F. Terry, The Chase National Bank, New York City, *Vice-Chairman*.
 R. M. Bauer, Southern California Gas Company, Los Angeles, Calif.
 R. O. Garrett, Arkansas Louisiana Gas Company, Shreveport, La.
 Charles C. Hoffman, Cities Service Gas Company, Oklahoma City, Okla.
 W. T. Nightingale, Mountain Fuel Supply Company, Rock Springs, Wyo.
 Petty Olcott, Humble Oil and Refining Company, Houston, Texas.
 E. E. Roth, United Fuel Gas Company, Charleston, W. Va.
 Paul C. White, Southwest Gas Producing Company, New York City.

In addition to these industry members, F. S. Lott, assistant chief, Petroleum Econo-

Waivering Customers

A RETAILER had "firm orders" for ten electric ranges (with price subject to OPA) before V-J Day. Came delivery of ten ranges, not enough, dealer thought. Only seven customers would accept delivery, others wait until they can see what other makers have to offer (Item in *Printer's Ink*, October 12, 1945).

Probably wanted to see the new gas ranges first, we suspect!

ics Division of the Bureau of Mines, will serve as a member of the committee for the purpose of coordinating the reserve estimates of the committee with the Bureau of Mines gas production statistics.

Walter E. Caine, chief statistician of the American Gas Association, will serve as secretary of the committee.

In commenting on these selections, Mr. Hargrove stated he felt that the Association and the industry in general should feel a deep sense of gratification over the membership of the committee, as all are outstanding in this field.

An organization meeting of the committee will be held at an early date, at which time detailed plans for the work of the committee will be formulated. It is contemplated that publication of the initial estimates of the committee will be made some time during the year 1946.

Midwest Personnel Conference

THE first session of the American Gas Association Mid-West Personnel Conference in the territory of the Mid-West Gas Association was held at the Fontenelle Hotel, Omaha, Nebraska on September 27, with more than thirty attending. The new territory was added to the Conference as requested by formal action at the 1945 annual meeting of the Mid-West Gas Association. R. B. Harkins, personnel director, Panhandle Eastern Pipe Line Company, chairman of the Conference presided.

President Burt R. Bay expressed the appre-

A. G. A. Creed

THE gas industry is a large industry—essential and challenging. It must not be allowed to take second place in the thinking of its members or customers. It must not be sold down the river nor allowed to be shrugged off by those with money to invest. It must not run from competition. It must at all times recognize itself as an industry of service.

Out of the constructive experiences of the past we must continue to build an industry structure keyed to progress and ever ready to meet fairly and serviceably its problems and potentialities. We have a real responsibility but a glorious opportunity.—H. CARL WOLF (Extract from the new Managing Director's letter of greeting to A. G. A. members on October 1, 1945, his first day in office.)

ciation of the Mid-West Gas Association in being included in the Conference and welcomed the group to Omaha. Kurwin R. Boyes, secretary of the American Gas Association, welcomed the new members on behalf of the Conference and outlined the purpose of the meetings in affording personnel executives opportunities to exchange and discuss problems and experiences. Gordon M. Peterson, Public Service Electric & Gas Company of New Jersey, chairman of the A. G. A. Personnel Committee, reviewed the industrial relations activities of the Association, outlined some of the current problems and asked for thorough consideration of personnel matters in the industry. Reduction of war contracts, handling of returned veterans and training aptitude tests were also discussed at the meeting.

Arrangements for the Mid-West Conference were made by George C. Pardee of the Metropolitan Utilities District and Joseph T. Innis of the Northern Natural Gas Company. It was decided to hold the next Conference in Kansas City, Mo., on November 8, 1945.

To Drill for Oil

IMMEDIATE plans to drill for oil on the barrier beach off the coast of North Carolina have been announced by the Standard Oil Company of New Jersey.



Mid-West Personnel Conference in session at Omaha, Nebraska, September 27

Gas Enriching Value of Oils

A simple method of oil evaluation which provides a valuable tool for oil selection and for checking day-to-day deliveries

BY S. P. CAULEY and E. B. DELGASS

Socony-Vacuum Laboratories, Division of Socony-Vacuum Oil Co., Inc., Technical Service Laboratories, Brooklyn, N. Y.

THE most universally accepted method of estimating gas enriching value of oils is one in which actual cracking of the oils under test is carried out in small scale equipment. These cracking tests are conducted in the presence of hydrogen in some cases and in the presence of blue gas in others. This method involves the use of somewhat expensive equipment and requires a certain amount of skill in its operation.

Correlations of gravity-viscosity relationships of gas enrichment oils have been made with results of the above-

mentioned cracking tests in small scale equipment. Inasmuch as the gas enriching values, obtained by the laboratory cracking tests, may vary for the same oil, depending upon the type of atmosphere in which cracking is carried out, the gravity-viscosity relationship used is expressed as an enrichment factor. This enrichment factor is then correlated with the gas enriching values obtained by various laboratory cracking tests. The correlations obtained are expressed in nomograph form.

Use of Nomograph

The basic data requirements for estimating enriching factors are A. P. I.

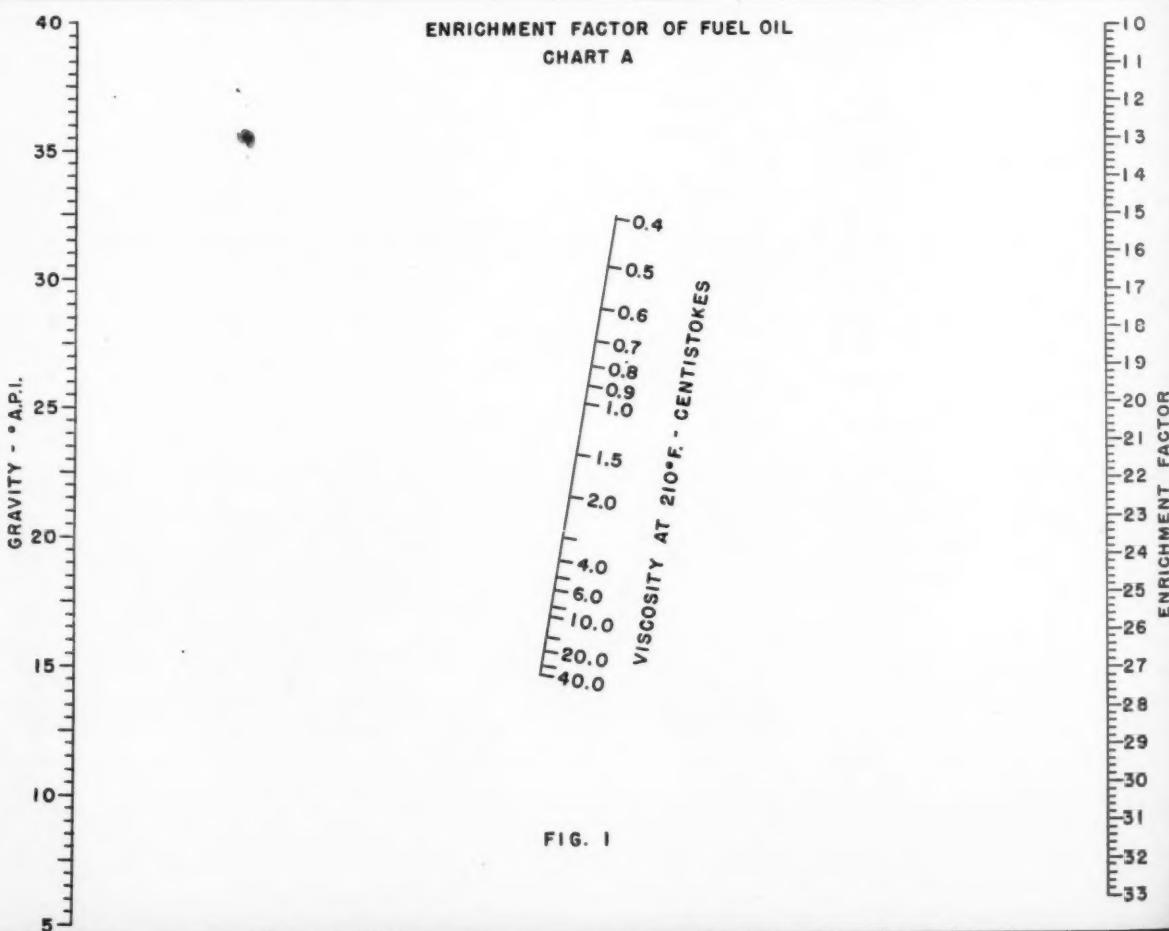
gravity and viscosity of the oil. The viscosity may be obtained at either 100° F., 122° F., or 210° F. and must be expressed in centistokes. If the values are available in seconds, the conversion may be done by means of tables in "A.S.T.M. Standards on Petroleum Products and Lubricants", Designation D666-44* and D446-39.** Using either Chart A, B, or C (Figs. 1-3), depending upon the temperature at which the viscosity was obtained, the enriching factor of an oil may be determined by noting the intersection, on the right hand scale, of a straight line drawn through the A.P.I. gravity and viscosity points.

Correlations of enrichment factors of oils with values obtained from actual cracking tests are shown in Figures 4, 5 and 6. Data for these charts are given in Tables I, II and III, respectively. All cracking data were obtained at 1550° F., which has been considered to be the optimum cracking temperature for our purposes.

Figure 4 shows a correlation of enrichment factor with results from laboratory cracking tests of distillate oils in the presence of hydrogen. The actual cracking test data were obtained by a

* Conversion of Kinematic Viscosity to Saybolt Fural Viscosity.

** Conversion of Kinematic Viscosity to Saybolt Universal Viscosity.



ENRICHMENT FACTOR OF FUEL OIL
CHART B

GRAVITY, ° API.

35
30
25
20
15
10
5

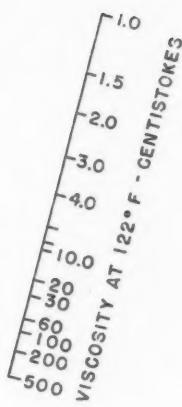


FIG. 2

ENRICHMENT FACTOR OF FUEL OILS
CHART C

ENRICHMENT FACTOR

GRAVITY - ° API.

40
35
30
25
20
15
10
5

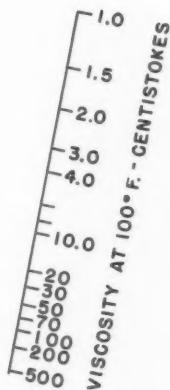


FIG. 3

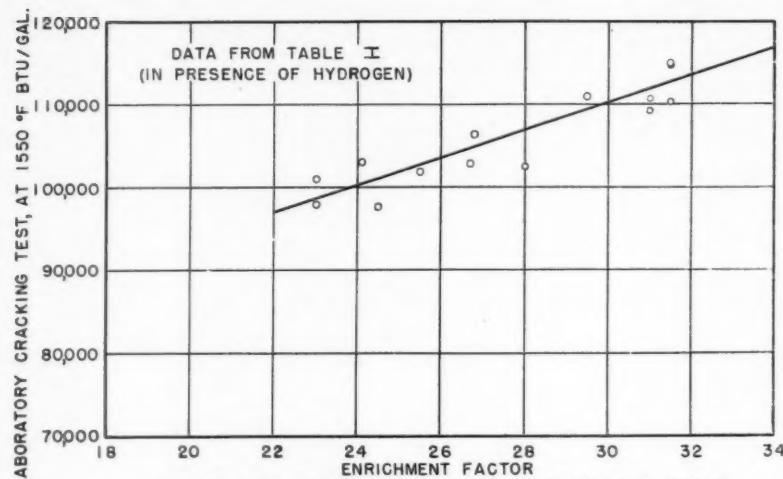


FIGURE NO. 4 CRACKING TEST DATA ON DISTILLATE FUELS

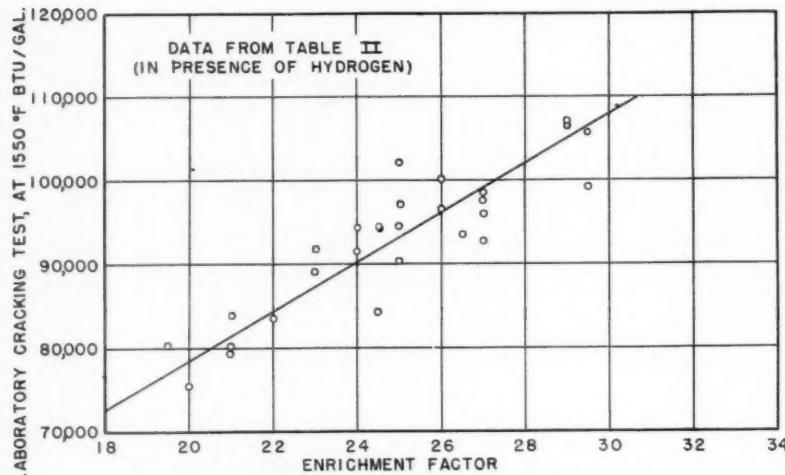


FIGURE NO. 5 CRACKING TEST DATA ON RESIDUAL FUELS

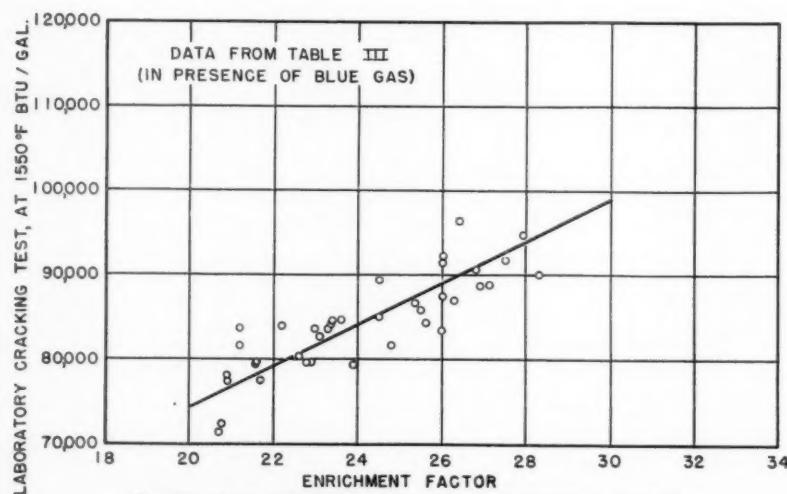


FIGURE NO. 6 CRACKING TEST DATA ON RESIDUAL FUELS

commercial laboratory which has had considerable experience in this type of analyses. The correlation obtained is quite reasonable and the average deviation of actual test data from the line shown is 1.9% for all samples tested.

Figure 5 is a similar correlation of cracking test data with enrichment factors of residual fuel oils. The correlation shown is not as good as that of Figure 4 and the average deviation is 3.4% which was expected, considering the variations in physical characteristics and the larger number of samples covered by this correlation. Cracking tests for this correlation were obtained from the source mentioned above.

Figure 6 represents a correlation of enrichment factor with results of cracking residual fuel oils in the presence of blue gas. Data for this correlation were obtained from the Brooklyn Union Gas Company and the average deviation for all samples in this correlation is 3.1%.

Having established correlations such as shown in Figures 4, 5, and 6, it is then possible to estimate gas enriching values directly by their substitution for the enrichment factor scale. Examples of this, for the correlation of Figure 5, are shown in Figures 7, 8, and 9. It should be understood that these figures are only directly applicable to results from the original cracking test data source and on residual fuels. However, it may be possible that this correlation will have good agreement with data from other similar equipment. Similar sets of charts could be developed from the correlations given in Figures 4 and 6.

Conclusion

The correlations given represent simple means of directly comparing the relative gas enriching values of different oils and gives reasonably good agreement with results of laboratory cracking test data.

Acknowledgment

The authors wish to express their appreciation to W. M. Holaday, for permission to publish this information, and to E. J. Murphy of the Brooklyn Union Gas Company for use of their data on cracking of residual fuels in the presence of blue gas.

RELATED PROPERTIES OF
GAS ENRICHMENT OILS

CHART A



FIG. 7

RELATED PROPERTIES OF
GAS ENRICHMENT OILS

CHART B

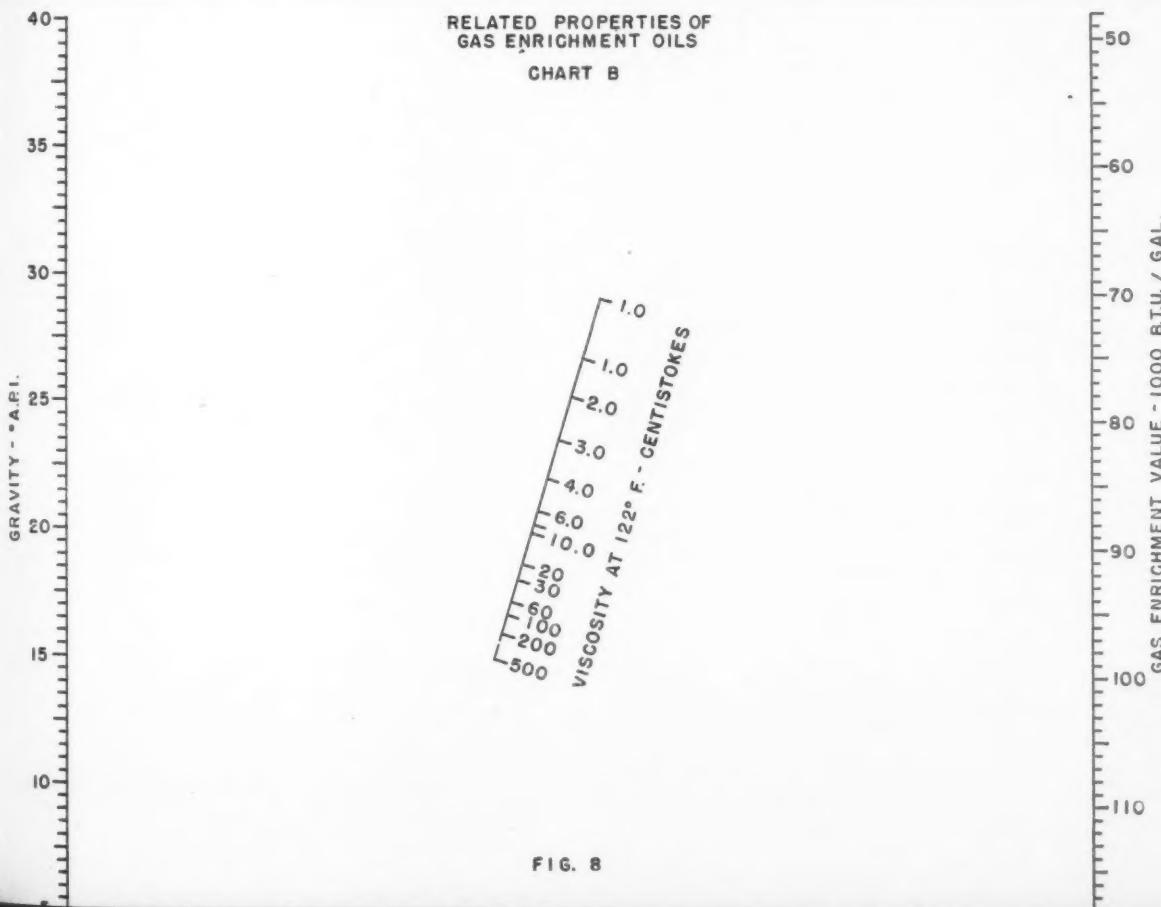


FIG. 8

TABLE I
CRACKING OF DISTILLATE FUELS IN PRESENCE OF HYDROGEN @ 1550° F.

Sample No.	1	2	3	4	5	6	7	8	9	10	11	12	13	14
Gravity, °A.P.I.	35.3	38.2	35.0	36.8	35.8	32.0	31.4	33.6	27.2	36.3	25.3	29.7	34.0	29.3
ASTM Distillation														
I.B.P., °F.	398	378	468	436	214	464	454	444	419	374	472	459	473	392
10% Vol. F.	479	459	527	473	374	523	492	469	466	446	499	492	525	458
50% Vol. F.	551	550	586	518	572	552	526	487	505	508	534	520	546	307
90% Vol. F.	642	639	678	585	728	590	592	518	574	590	611	592	575	376
E. P., °F.	710	692	734	652	760+	633	645	552	640	654	676	665	633	640
Viscosity, S.S.U. @ 100° F.	39.5	38.5	43.4	36.2	42.5	38	34	36	35	40	38	38	36	
Viscosity, Centistokes @ 100° F.	4.12	3.8	5.34	3.06	5.06	3.7	3.7	2.5	3.0	3.0	4.3	3.7	3.7	3.0
Sulfur, Wt. %	0.38	0.35	0.21	0.11	0.36	0.24	—	0.28	0.17	0.88	0.17	0.18	0.28	0.45
Carbon Residue on 10% Bottoms, WT %	0.014	0.02	0.01	0.01	0.63	0.06	0.05	0.04	0.06	0.03	0.05	0.06	0.04	0.002
Pour Point, °F.	20	25	25	5	5	20	<0	<0	<0	5	<0	10	15	<0
Gas Enrichment Factor	31	31.5	31.5	31	31.5	28	26.8	26.7	23	29.5	23	25.5	24.1	24.5
Laboratory Cracking Test @ 1550° F., Btu/gal.	110,800	115,000	114,900	109,300	110,220	102,900	106,600	103,000	98,000	111,000	101,100	102,100	103,200	97,900

TABLE II
CRACKING OF RESIDUAL FUELS IN PRESENCE OF HYDROGEN

Sample No.	1	2	3	4	5	6	7	8	9	10	11	12	13	14
Gravity, °A.P.I.	16.6	13.0	13.2	13.1	12.9	12.6	12.2	12.8	15.2	14.2	21.4	9.7	14.9	16.3
Viscosity, S.S.U. @ 210° F.			85	110	113	114	149	87.7	97	57.7	61.4			
Centistokes @ 210° F.			16.84	22.8	23.5	23.7	31.6	17.48	19.72	9.56	10.62			
S.S.F. @ 122° F.	36	190										81	65	
Centistokes @ 122° F.		404										170.42	137.1	
Sulfur, Wt. %	0.35	0.58	0.71	0.74	0.58	0.77	0.69			0.83	1.01	0.89	0.77	0.25
Conradson Carbon, Wt. %	2.04	7.09	9.86	8.6	10.3	11.2	10.8	10.6		6.64	3.80	12.98	9.39	1.20
Asphaltenes, Wt. %	0.38	2.40	7.6	5.1	5.75	5.21	5.85	6.01				4.95		0.08
Pour Point, °F.	0	55	45	35	30	30	40	35	45			15	35	0
Gas Enrichment Factor	25.0	25.0	24.5	25.0	24.5	24.0	24.5	24.0	26.5	23.0	29.0	19.5	23.0	26.0
Laboratory Cracking Test @ 1550° F., Btu/gal.	97,300	102,200	84,400	94,600	94,400	94,500	94,500	91,700	93,600	92,000	107,000	80,300	89,200	96,600

Sample No.	15	16	17	18	19	20	21	22	23	24	25	26	27	28
Gravity, °A.P.I.	21.1	9.7	10.1	16.2	15.4	9.7	17.5	16.2	21.8	18.7	15.8	13.2	10.6	23.2
Viscosity, S.S.U. @ 210° F.	40	129	125	31	82	112	188	177	29	34	42	53	70	23
Centistokes @ 210° F.	4.2	27.1	26.2		16.1	23.1			2.3	4.8	8.2	13.0		
S.S.F. @ 122° F.	15													
Centistokes @ 122° F.		273.5	264.9	61.1	170.6	237.2	399.6	376.2	56.66	67.8	85.55	109.78	146.7	
Sulfur, Wt. %	0.38	0.76	0.75	1.01	0.5	1.00	1.2	1.04	1.29			0.57	0.92	
Conradson Carbon, Wt. %	1.05	11.92	12.29	5.18	2.92	13.79	10.71	9.32	4.98			12.22	4.56	
Asphaltenes, Wt. %	4.05	3.69	0.87	2.92		20	45	25	45	27.0	29.5	27.0	21.0	1.1
Pour Point, °F.	5	30	30	70	45		20	29.5	27.0	29.5	27.0	27.0	21.0	20
Gas Enrichment Factor	26.0	21.0	21.0	25.0	27.0									29.0
Laboratory Cracking Test @ 1550° F., Btu/gal.	100,000	79,400	80,100	90,300	92,800	75,500	99,390	97,720	105,900	98,500	96,000	84,900	83,700	106,400

TABLE III
CRACKING OF RESIDUAL FUELS IN PRESENCE OF BLUE GAS

Sample No.	1	2	3	4	5	6	7	8	9	10	11	12	13	14
Gravity, °A.P.I.	14.3	16.0	12.3	15.9	14.5	15.4	13.6	14.6	13.0	13.0	16.3	16.5	15.3	14.7
Viscosity, S.S.U. @ 100° F.	2925	2925	1825	1825	2335	2335	2310	2310	2545	2545	3115	3115	2895	2895
Centistokes @ 100° F.	634	634	395	395	505	505	500	500	551	551	674	674	626	626
Gas Enrichment Factor	25.5	27.1	23.4	26.4	25.35	26.0	24.8	26.0	24.5	24.5	27.5	27.9	26.8	26.0
Laboratory Cracking Test, at 1550° F., Btu/gal.	86,000	89,000	84,800	96,800	86,800	92,300	81,800	83,400	89,500	85,000	91,900	94,900	90,800	91,600

Sample No.	15	16	17	18	19	20	21	22	23	24	25	26	27	28
Gravity, °A.P.I.	12.6	17.8	16.2	14.8	11.5	13.8	12.0	12.0	11.2	11.2	11.3	11.5	11.2	
Viscosity, S.S.U. @ 100° F.	2065	2065	2165	4075	4475	4695	2485	1405	1465	4455	4295	3315	1225	1685
Centistokes @ 100° F.	447	447	468	882	968	1016	539	304	317	965	928	721	915	364
Gas Enrichment Factor	23.9	28.3	26.9	26.3	26.0	25.6	23.6	22.8	22.8	23.1	23.1	23.0	23.4	22.2
Laboratory Cracking Test, at 1550° F., Btu/gal.	89,700	90,100	88,900	87,200	87,600	84,200	84,900	79,500	77,600	82,800	82,800	83,900	84,100	84,000

Sample No.	29	30	31	32	33	34	35	36	37	38	39	40		
Gravity, °A.P.I.	10.6	10.2	10.5	10.7	10.9	10.7	9.3	9.3	9.6	9.9	8.7	8.9		
Viscosity, S.S.U. @ 100° F.	4315	1905	1692	3475	4475	1725	2905	3108	1675	1745	2475	2385		
Centistokes @ 100° F.	934	412	366	752	970	372	630	652	362	378	535	516		
Gas Enrichment Factor	23.3	21.6	21.6	22.6	22.9	21.7	21.2	21.2	20.9	20.9	20.7	20.8		
Laboratory Cracking Test, at 1550° F., Btu/gal.	83,600	79,700	78,900	80,400	79,800	77,600	81,800	83,800	77,600	78,100	71,400	72,300		

RELATED PROPERTIES OF
GAS ENRICHMENT OILS
CHART G

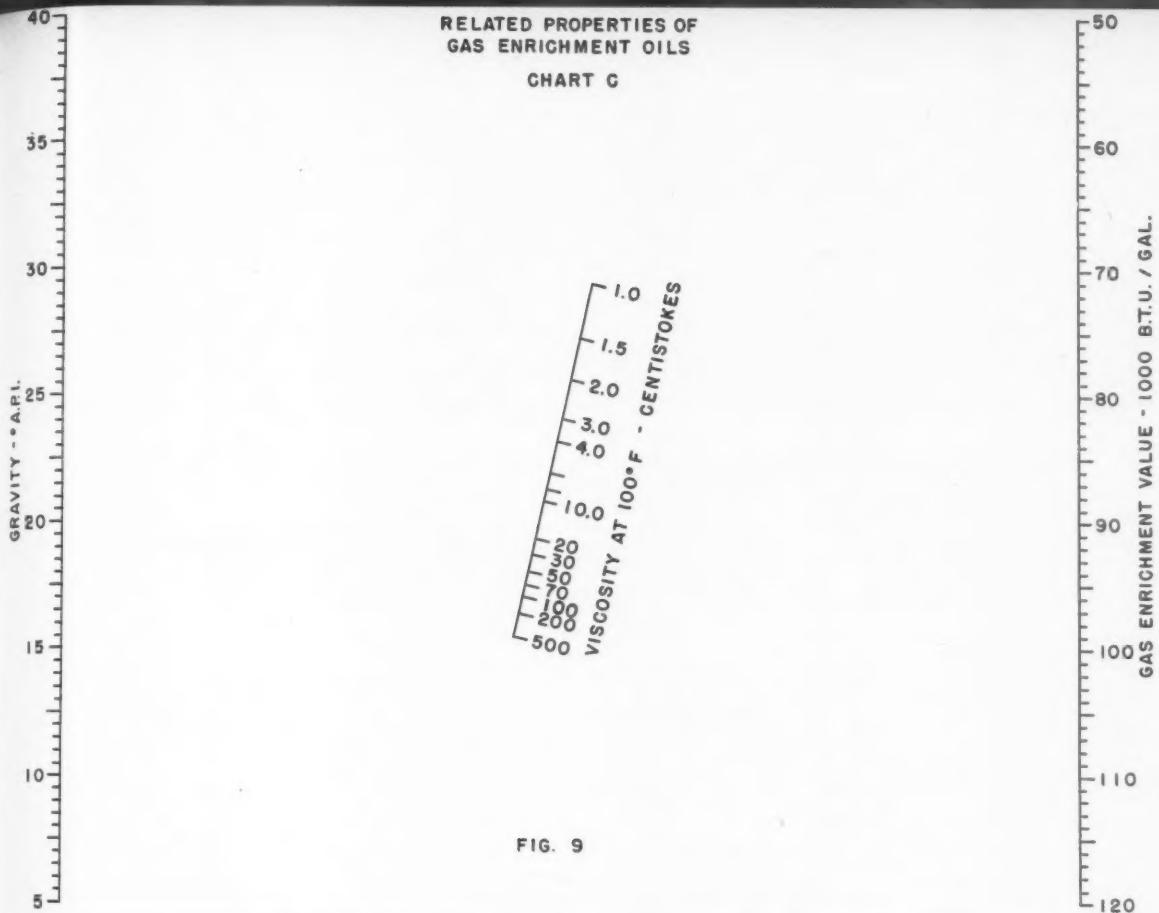


FIG. 9

Personnel Conference Held In Shreveport

THE American Gas Association Personnel Conference held its tenth session in Shreveport, La., on September 25, with M. V. Cousins, personnel director, United Gas Pipe Line Co., and chairman of the Conference, presiding. V. E. Rasch of the same company was secretary. Eastern conference officers attending included Kurwin R. Boyes, secretary, American Gas Association, and Gordon M. Peterson, Public Service Electric & Gas Company, Newark, N. J., who is chairman of the A. G. A. Personnel Committee.

Mr. Cousins told the conference that despite the rescinding of a number of wartime regulations since the last conference a number of urgent industrial relations problems have arisen, making continuance of the conference advisable. This opinion was confirmed by Messrs. Boyes and Peterson, who outlined the industrial relations activities of the American Gas Association. Among major topics discussed were reduction of the work-week to prewar levels; employee training and handling of returning war veterans.

H. D. Carmouche, general superintendent, Houston Pipe Line Company, was elected chairman of the Conference and W. H. Sen-

yard, director of personnel, Louisiana Power & Light Company, New Orleans, was elected vice-chairman. The conference formally expressed its appreciation of the leadership of Mr. Cousins in organizing and conducting the group during the strenuous war period.

Columbia Conducting Gas Course

COLUMBIA University is currently conducting a special extension course on American Gas Practices established at the request of the American Gas Association 20 years ago. It was prepared and is personally conducted by Professor Jerome J. Morgan who has had considerable gas company experience and has effectively served on a number of the Association's committees. Professor Morgan is continually revising the course to keep it up with progress.

The listing in the University's Bulletin of Information describes the course as follows:

"American Gas Practice, a course for directed individual study is offered by University Extension at the request of the American Gas Association. The facilities of both the University and the Association are employed in giving practical instruction to those seeking further knowledge of gas company operation. For the conven-

ience of students who cannot avail themselves of instruction requiring personal attendance, the course is conducted by correspondence. Enrollments are accepted at any time as each student works independently. Application blanks and further information may be obtained from Professor J. J. Morgan, Havemeyer Hall, Columbia University, New York 27, N. Y."

Further information on the course may also be secured by writing Kurwin R. Boyes, Secretary, American Gas Association, 420 Lexington Ave., New York 17, N. Y.

Laboratories Complete War Contract

THE American Gas Association Testing Laboratories contract for A-11 Automatic Oxygen Regulators for transport planes, which they designed and developed, has been completed with the delivery of the last of some 40,000 regulators to the Air Corps, according to R. M. Conner, director.

Appreciation for many problems solved quickly and the contributions that the Laboratories have made towards winning the war was expressed by Brig. General E. W. Rawlings, Administrator of the Aircraft Scheduling Unit of the Aircraft Resources Control Office, and Col. W. S. Cave, British member.

Research Bulletin

Drafts Complete

TEST work on five research projects sponsored by the Committee on Domestic Gas Research has been completed at the American Gas Association Testing Laboratories and tentative drafts of the new bulletins based on the work have been sent the research committee and the technical advisory groups for their review. Publication will follow approval by the committee.

Expected to be of wide interest to the industry, one of the proposed bulletins is a detailed technical study of various methods of kitchen ventilation. The investigation covers fundamentals of the subject and was made in cooperation with the New Freedom Gas Kitchen Committee and various A. G. A. member companies.

Advance studies in primary air injection characteristics of atmospheric gas burners and design of totally aerated atmospheric gas burners are the subjects of two of the proposed bulletins, while two others will be devoted to fundamentals of heat absorption by utensils in gas range ovens and a study of closure of gas pilot burners due to dust and lint.

Along with bulletins on temperature as a factor in the design of aerated gas burners and oven heat distribution in domestic gas ranges, which have been published during the past year, and a forthcoming bulletin on mixed gas these studies represent an active and intensive year of research activity.

Bryant Names Allen

BRYANT HEATER COMPANY, Cleveland, announces the appointment of C. G. Allen to its research and development staff. A graduate of Case School of Applied Science in metallurgy, Mr. Allen will devote his efforts primarily to experimental work

in the development of new domestic gas heating equipment.

Associated with the American Stove Company and later the Testing Laboratories of the American Gas Association, Mr. Allen joined the U. S. Army Air Corps in the spring of 1941 and received his commission in December of the same year. He served in the European and Asiatic theaters for two and a half years.

Maytag Adds Gas Range, Other New Products

ADDITION of a gas range, an automatic clothes dryer, both gas and electric, an automatic-type washer and an electric frozen-food locker to the Maytag line of household appliances was announced October 2 by Fred Maytag 2nd, president. The announcement followed a preview by branch managers and distributors of new products held at the company's home office in Newton, Iowa.

September Gas Sales Decrease

SALES of the gas utility industry in September were estimated to be 1,748,055,000 therms by the Statistical Bureau of the American Gas Association, a decrease of 2.0 per cent compared with sales of 1,783,272,000 therms in September 1944. The Association's new index number of utility gas sales (1935-39 = 100.0) was 163.6 for September.

Sales totaled 25,584,351,500 therms in the 12-month period ended September 30, 1945, a gain of 3.9 per cent over the same period ended September 1944.

Manufactured and mixed gas sales in September were estimated at 194,526,000 therms, a decrease of 0.5 per cent from sales of 195,480,000 therms in September 1944. The corresponding September index of manufac-

tured and mixed gas sales was 127.0 per cent of the 1935-39 average.

In the 12-month period ending September 30, 1945 sales of the manufactured branch of the industry gained 3.8 per cent, rising from 2,853,260,000 therms in the period ending a year ago to 2,961,516,000 therms in the current year.

September natural gas sales were estimated to be 1,553,529,000 therms, a decrease of approximately 2.2 per cent from September 1944 sales. The Association's new natural gas sales index (1935-39 = 100.0) stood at 169.1 for September.

Natural gas sales totaled 22,622,835,000 therms in the 12 months ended September 30, 1945 as against 21,771,063,500 therms in the same period ended 1944, equivalent to a 3.9 per cent increase.

New Book Guides Home Planners

THE family thinking about building or remodeling a home will find "Let's Plan a Peacetime Home," published by Surface Combustion Corp., a book helpful in planning for a home to fit its habits and needs.

The authors, all prominent home-planning authorities, are Mary Davis Gillies, interior decorating editor of *McCall's Magazine*; Kenneth K. Stowell and Emerson Goble, editor and managing editor of *Architectural Record*; and H. V. Walsh, architect, writer and a professor of architecture. In a friendly and understandable way, they discuss every phase of home planning from selecting a site to interior decorating of the completed home.

The 114-page book discusses functional planning, how to plan rooms, architectural styles, kitchen planning, arrangements for making household duties simpler, and one of the sections has helpful advice on the business side of building a house.

The price of the book is \$1.00 and it may be obtained from Surface Combustion Corp.

Calendar Features Gas Kitchens

A N attractive calendar for 1946 devoted to "New Freedom Gas Kitchens" is now available through an organization which has made a specialty of calendars for the gas industry—Eldredge Company, Morgan Avenue & Devoe St., Brooklyn, N. Y.

The new calendar is approximately 9 inches wide by 12 inches long. Illustrations in four colors of four "New Freedom Gas Kitchens" make up the bulk of the calendar with three months of 1946 under each of the illustrations, and complete description of the kitchen featured on the back of each page.

In lots of one thousand to five thousand, the calendar sells for 7½¢ each, and in quantities over 25,000, for 6¢ each. These prices include any desired imprint.

Plain envelopes, if desired, can be furnished separately at \$10.00 per thousand.

Please address all inquiries to the Eldredge Company.

Blue Flame Merchandising Council Organized in Dallas



Fred D. Bradley

THE Blue Flame Merchandising Council of Dallas, made up of gas appliance manufacturers' representatives and sales executives of gas utility companies, was organized July 1, 1945. This new council was organized for the exchange of ideas in connection with the merchandising of gas appliances, to collect

and disseminate information of benefit to its members regarding various phases of gas appliance merchandising, to promote acquaint-

ance, good fellowship and closer business relationship.

It is believed that this is the first group of this type in the United States to have been organized in anticipation of renewed merchandising activities. Undoubtedly, interested parties elsewhere in the country would find it advantageous to form similar groups.

Officers of the council include Fred D. Bradley, Southern Union Gas Company, president; Carl L. Trevitt, Lone Star Gas Company, vice-president; James B. Reese, Lone Star Gas Company, secretary-treasurer. Directors are J. M. Lynn, Lone Star Gas Company; Seward Abbott, Servel, Inc.; Jack Little, Detroit Michigan Stove Company; J. C. Mansfield, George D. Roper Corporation.

Increasing Gas Production Capacity

BY SAMUEL GREEN

Vice-Chairman, A. G. A. Gas Production Committee, and Assistant Engineer of Manufacture, The Brooklyn Union Gas Co., Brooklyn, N. Y.

THE Brooklyn Union Gas Company has two gas manufacturing plants. The Citizens Works is a carburetted water gas plant containing six 3-shell sets completely equipped for heavy oil operation, and four single shell Williamson sets equipped for gas oil. All sets have 12' O.D. generators. The Williamson sets are used only on extreme peaks.

The Greenpoint Works is a combination coke oven and carburetted water gas plant. There are two Koppers batteries of 45 ovens each, capable of carbonizing approximately 2300 tons of coal per 24 hours, and six 12' generator diameter 3-shell sets equipped for gas oil operation and provided with equipment for reforming or adding as cold enrichment, purchased refinery gas.

The 3-shell sets at Citizens Works were altered and equipped for heavy oil operation in 1933. Previously these sets used gas oil for enrichment and were capable of producing approximately 5400 M.C.F. of 545 B.t.u. gas per set per day.

Gas Output Up 13%

The changes made in connection with the use of heavy oil increased the set capacity to 6100 M.C.F. per day, or an increase of 13%. This represented the increase without reforming or blow run. The principal item responsible for this increase was the higher blasting rate obtained by the reduction in back pressure through the set. The changes which permitted this were the removal of all checkerbrick in the carburetter, the wider spacing of checkerbrick in the superheater, and the elimination of obsolete waste heat boilers which were not replaced. There were no changes in blower equipment. Speedier valve operation also contributed substantially.

Maximum reforming of heavy oil, which amounted to 25% of the total oil used during the run, and the addition of sufficient blow run to maintain a gravity of .67 further increased the make to 6500 M.C.F. per set, or a total increase of about 20% in set capacity from the changes made in connection with the heavy oil installation.

In the last two years a substantial increase

Changes described here covered a period of years and included the purchase of refinery gas and the installation of a producer gas main between the coal gas plant and one of the water gas plants. The net result of these changes has been to increase the capacity of the Citizens Works from about 44,000 M.C.F. per day (including the Williamson sets) to 53,342 M.C.F. per day or 9,342 M.C.F., the equipment of about two sets on the old capacity basis. In the Greenpoint Works, the plant capacity, including the use of refinery gas and producer gas, has been increased from approximately 54,000 M.C.F. to 93,659 M.C.F. per day. This is an increase of 39,659 M.C.F. or about eight sets on the old basis.

Mr. Green does not give the cost of obtaining the equivalent capacity of ten 12' 0" water gas sets and the costs are probably difficult to determine since this work was done over an extended period, but there is no doubt that these changes were much less costly than new equipment of this magnitude and there is a constant saving of the labor and other expenses that would be required to operate a ten-set plant of 49,000 M.C.F. capacity.

Every plant presents different problems but we believe that the results described for Brooklyn Union may aid other operators to obtain the best use of their present facilities.—EDWIN L. HALL, Secretary-Coordinator, A. G. A. Gas Production Research Committee.

in the capacity of these sets has resulted from the installation of silicon carbide generator linings. Poorer coke fuel had increased cleaning time considerably. The installation of these linings decreased cleaning time by 23%, thus permitting an increase of about 3% in set operating time. The thinner linings increased the inside generator diameter, and other beneficial effects on operation developed. A comparison of set capacity with and without these linings is given for operation without reforming or blow run, as it is the only comparison available. Due to poorer grade coke fuel, longer cleaning time, etc., set capacity without reforming before the linings were installed had fallen off to 6000 M.C.F. per day. Silicon carbide linings increased the capacity to 6400 M.C.F. per day with the same type of operation, an increase of approximately 7%.

Normally Citizens Works uses a high carbon Bunker "C" oil in the generator and a lighter grade of heavy oil of higher gas enrichment value in the carburetter. On peak days the lighter heavy oil was used in both carburetter and generator, and as much oil as the set would take was added. Extra blow run held the heating value down to State requirements.

About five years ago pressure surveys were made to determine plant bottlenecks and a number of such restrictions were removed in 1941 by the installation of parallel mains be-

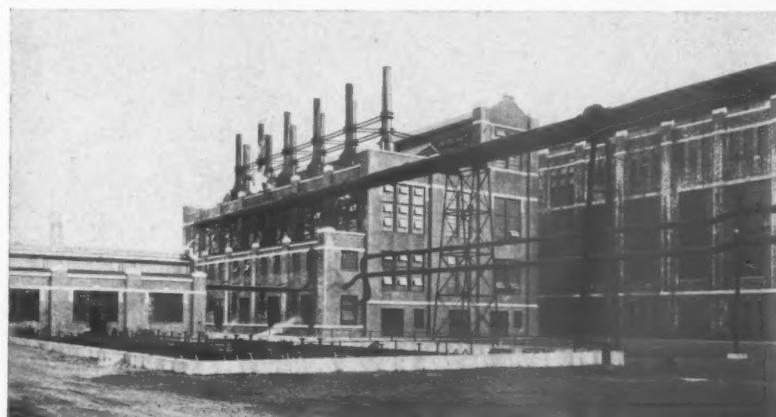
tween the exhausters, Cottrells, scrubbers and purifiers.

As a result of these various changes, the plant was able to produce and pump into the distribution system on its maximum day last winter a total of 53,342 M.C.F. of gas.

At Greenpoint Works an investigation and a series of tests were conducted in 1938, seeking an increase in set capacity. These sets had been producing about 5 million cubic feet a day. Water gas blowers were being operated considerably below maximum rated speeds. The blowers were brought up to maximum allowable speed and a considerable increase in blasting rate obtained.

These sets used gas oil for enrichment which was injected into the carburetter. Additional sprays were installed on the generator and permitted an increase in the amount of gas oil and the rate at which it could be injected. At times of peak load this spray was placed in operation. Gas with a heating value of about 650 B.t.u. per cu.ft. was produced and diluted with blow run to bring it down to the required value. The higher blower speeds and the high oil cycle increased the make per set to 8000 M.C.F. at 540 B.t.u. The blowers at Greenpoint are of larger capacity than those at Citizens Works, which accounts for the difference in set capacities in the two plants.

The producer gas plant at Greenpoint is of greater capacity than required for the under-



Generator house at the Greenpoint Works where gas production has been increased

firing of the coke ovens. This gas has a heating value of about 130 B.t.u. per cu.ft. as compared with the 40 to 50 B.t.u. blow run gas which had been used in the generator house. Calculations indicated that the capacity of the generator house could be increased by 3 million cu.ft. by substituting producer gas for this blow run gas. In 1941 a 24" main was installed between the producer plant and the inlet connection of the water gas exhausters. On a peak day as much as 20,000 M.C.F. of producer gas has been added to the water gas for dilution.

As previously mentioned, this plant receives purchased refinery gas. This is being used as cold enrichment. The use of producer gas relieves the generator house of the necessity of supplying dilution for this refinery gas and for its own high B.t.u. gas, making it much easier to handle high oil rates in the set. Water gas sets can be operated to handle a maximum of enriching oil, and this condition is helped by the fact that it is not necessary to produce dilution gas, which tends to cool checkerbrick.

These changes have resulted in a production of 66,402 M.C.F. on a maximum day

from six water gas sets. This figure includes the refinery and producer gas added to the water gas.

During times of peak load, as much as 5 gallons of oil per ton has been added to coal prior to carbonization. This increased the heating value of the coke oven gas, which permitted more dilution to be added.

A few times during the extreme peaks of last winter, scrubbing of coke oven gas for light oils was limited to that required for naphthalene removal. Benzol previously recovered was fed back into the gas. These measures increased the heating value of the coke oven gas from about 540 B.t.u. per cu.ft. to slightly above 600 B.t.u. This permitted additional dilution with producer gas.

During recent winters, repair work has been placed on a 24-hour schedule so that all equipment would be available if needed. During the large peaks of last winter all major equipment was available and in use.

By the use of these various means, the combined plant at Greenpoint has produced, on its maximum day, a total of 93,659 M.C.F. of 540 B.t.u. gas.

during the past few years dealing with the statistics of California natural gas production and utilization prepared by R. M. Bauer of Southern California Gas Company.

Other features of the brief program were reports and recommendations by section chairmen and a discussion of the 1946 program as presented by the incoming officers and chairmen. The report of President Doerr and the reports of section chairmen are being made available to the Association's membership through a Convention-in-Print carried in the October issue of G A S which is being distributed to all members of the Pacific Coast Gas Association.

Bass Gets New Dresser Post

ROY A. BASS has been appointed director of distribution of Dresser Industries, Inc., Cleveland, Ohio, a new post. Dresser Industries is the parent organization of 14 companies serving oil, gas and industrial markets and has 22 plants located throughout the country.

Mr. Bass will be responsible for the national program of Dresser and its member companies in the establishment and expansion of distribution in industrial centers.

An engineering graduate of Cornell, Mr. Bass has been active in both sales and marketing for a number of years. Before assuming his present duties, he was Buffalo district sales manager for Ross Heater & Mfg. Co., Inc., Buffalo, N. Y., with whom he has been connected for the past 11 years.

Pacific Coast Gas Association Holds Annual Meeting



H. W. Edmund

DUE to the highly congested situation in West Coast hotels, the Pacific Coast Gas Association closed its fiscal year with an annual meeting whose attendance was limited to thirty-five persons most of whom were officers or chairmen of the sections of the Association.

The two-day meeting was opened by President O. R. Doerr on October 3 at Del Monte Lodge, Pebble Beach, California. The principal speaker was Ernest R. Acker, president and general manager of Central Hudson Gas and Electric Corporation and chairman of the Special Committee on Gas Industry Research and Promotional Plan of the American Gas Association. Mr. Acker gave a thorough discussion of the work and objectives of this committee and described its importance to the industry.

The meeting confirmed the election through mail vote of the following officers:

President: H. W. Edmund, Coast Counties Gas and Electric Co.

Vice-President: LeRoy M. Edwards, Pacific Lighting Corporation

Treasurer: D. G. Martin, Pacific Gas and Electric Company

Directors (2-year term)

H. W. Geyer, Southern Counties Gas Company

M. A. Pooler, Tucson Gas, Electric Light and Power Co.

E. D. Sherwin, San Diego Gas and Electric Company

E. H. Sutton, Mission Water Heater Company

Mr. Edmund, the incoming president, announced the following members would be his principal lieutenants during the year:

Accounting Section—J. W. Vanier, Southern California Gas Company

Sales Section—R. L. Hayden, Coast Counties Gas and Electric Company

Technical Section—D. E. Farmer, Portland Gas and Coke Company

Personnel Committee—W. R. Davis, Southern California Gas Company

Cooperative Advertising Committee—R. R. Gros, Pacific Gas and Electric Company

In addition to these appointments, E. T. Howard of the General Controls Company was re-elected to the chairmanship of the Manufacturers' Section at two separate meetings of that group, one held in Los Angeles on September 26 and the other held in San Francisco on October 2.

The Association's Basford Award, awarded each year to the section considered to have completed the most useful and instructive program in behalf of the industry, was awarded to the Sales and Advertising Section of which W. M. Jacobs of Southern California Gas Company was chairman. No gold medals were awarded but honorable mention was given to a paper on the Deviation of Natural Gas from Boyle's Law by R. V. Dunkle and to a series of papers presented

Convention Calendar

NOVEMBER

8 •A. G. A. Midwest Personnel Conference, Kansas City, Mo.

12-16 •American Petroleum Institute, Annual Meeting, Chicago, Ill.

15-16 •Mid-Southeastern Gas Association, Annual Meeting, Sir Walter Hotel, Raleigh, N. C.

16-17 •New Jersey Utilities Association, Absecon, N. J.

DECEMBER

10 •Independent Natural Gas Association of America, Annual Meeting, Dallas, Texas.

27-28 •Institution of Gas Engineers, Autumnal Research Meeting, London.

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JUNE

18-21 •Canadian Gas Association, 39th Annual Convention, Manor Richelieu Hotel, Murray Bay, Quebec.

Accounting Section

E. F. EMBREE, Chairman

LEITH V. WATKINS, Vice-Chairman

O. W. BREWER, Secretary

Pass in Review

BY C. E. PACKMAN

Controller, Middle West Service
Company, Chicago, Illinois

THE 26th anniversary of the Accounting Section of the American Gas Association finds us at peace once more. For that, I am sure, we are all fervently thankful. Time was when the transition from war to peace was instantaneous with respect to many phases of our economic life. The major exceptions, of course, related to the reconversion of industry and the reduction of the armed services. But not even in these days of the circumnavigation of the earth in a week by air can that transition be accomplished quickly—except in some minor matters—after the most terrible war in all world history.

You who have traveled here from far places will, I know, be in complete agreement with the decision of the Executive Board of the Association to forego a convention for the second year and to limit such meetings as will be held to business meetings. The Accounting Section could hardly deviate from the fundamental desire not to strain further the overburdened transportation and hotel facilities. For that reason this gathering is convened in the atmosphere of the war conditions which have prevailed throughout this administrative year. Notwithstanding that limitation, the personnel of the Accounting Section has accomplished much during the past year.

The usual spring conference of electric and gas utility accountants, sponsored by the accounting sections of the American Gas Association and the Edison Electric Institute was, of necessity, omitted. While this conference has been the highlight of our annual activities for quite a number of years, its omission did not quench the enthusiasm of the members of the Accounting Section in any degree. Many committee meetings were scheduled at which attendance was held within the limits imposed by wartime restrictions. The product of these group efforts, as well as of individual members of the group, has been gathered together in the volume, "Electric and Gas Utility Accountants Joint Reports, 1944-1945," copy of which you have received. It contains approximately thirty different reports and papers of much interest and value and I suggest that you place it upon your reading calendar.

The General Accounting Committee, under the chairmanship of W. D. Virtue, was exceedingly active. At its first meeting, early in the year, it organized five separate subcom-

mittees. Included in the volume are eight reports and papers, three of which are the result of joint group efforts, while three are the result of the individual efforts of members of our Section.

The Materials and Supplies Committee, headed by O. H. White, was likewise most active, as will be attested by the inclusion in the volume of twelve reports and papers, of

The outgoing chairman reports on the accomplishments of his administration during the past year. Presented October 24 at the Section's Managing Committee meeting in New York.

which four are the result of joint group efforts and two are papers of individual members of our Section. Two of the remaining papers were presented at the committee meetings by outsiders and one of these papers was the result of sponsorship by Mr. White.

C. A. Locke, chairman of the Property Records Committee, is responsible for the committee report and the individual paper included therewith.

F. Freer, Jr., chairman of the Taxation

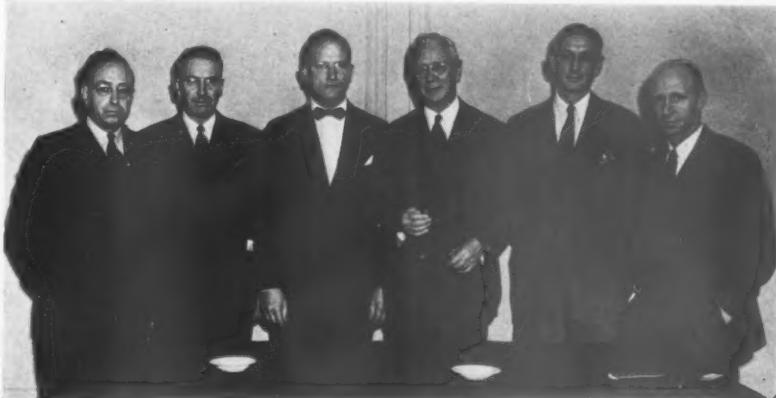
Committee, prepared the joint report included in the volume, outlining the work accomplished at the meetings held during the year by the committees.

The Customers Accounting Activities group, consisting of the Customer Accounting Committee under the chairmanship of John Roper, the Customer Collections Committee headed by C. E. Rowe, and the Customer Relations Committee, of which J. G. Ross was chairman, operated largely as a group in conjunction with the Customer Activities Committee of the Edison Electric Institute. This group is responsible for six reports and papers included in the volume, of which four are the results of joint group effort and one represents the result of the individual effort of Mr. Ross. Two additional reports were turned out by the committee, one "New Developments in Office Machines," not being appropriate for inclusion in

the volume, and the other, "Merchandise Sales," having been produced too late for such inclusion.

All of the activities referred to, in so far as the American Gas Association is concerned, were consummated under the general direction and with the assistance of L. E. Reynolds, coordinator of the General Activities Group, and Henry J. Johnson, coordinator of the Customer Activities Group.

The special joint Customer Activities and



Accounting Section leaders photographed at the A. G. A. Annual Meeting in New York. Left to right: E. N. Keller, Philadelphia, past chairman; C. E. Packman, Chicago, outgoing chairman; O. H. Ritenour, Washington, past chairman; John L. Conover, Newark, past chairman; L. A. Mayo, Hartford, past chairman; and Herbert E. Cliff, Newark, past chairman

Procedures Committee, under the chairmanship of L. A. Mayo, has made substantial progress towards its objective which is directed to uniformity and simplicity in the fundamentals of Customer Accounting and Collections. The committee has indicated that its report will not be ready for release much before April, 1946.

I have not referred to the individual reports and papers in any degree of detail since they may be found in the compilation referred to earlier herein. I can only reiterate that you will find much of interest in the reading of them.

The most important group effort of the Section during the current year was the meeting of the Advisory and Managing Committees of the American Gas Association with the Accounting Division General Committee of the Edison Electric Institute at New York on May 22, 1945. The morning was devoted to receiving reports of the various committees. A group luncheon was held at which L. A. Appley, vice-president of the Vick Chemical Company and former assistant to



E. F. Embree, New Haven, newly-elected chairman of the Accounting Section, and C. E. Packman, outgoing chairman

Chairman McNutt of the War Manpower Commission, spoke on "Management and the White Collar Worker." The afternoon was devoted to a general discussion of four important subjects as follows:

1. Organization of White Collar Workers
2. Rate and Cost Yardsticks
3. Postwar Extension of Wartime Accounting Techniques
4. Depreciated Original Cost as a Basis for Rates

The meeting was necessarily a small one, including, in the main, the executive accountants of the industry. The choice of the luncheon speaker could hardly have been improved upon since his topic was of such vital import to those present. The afternoon panel discussion was of impelling interest and was

enthusiastically executed. The success of this meeting is a well deserved tribute to the coordinators and chairmen of the committees and other participating members.

As the limitations imposed by war conditions relax, I know that the accountants of our industry will take up with renewed energy the solution of problems which seem to have no end. The Accounting Section will be in capable hands during the year to come. As vice chairman during my year as chairman, Ed Embree gave me all that one could wish for in the way of cheerful and loyal support. I predict for him a most successful year as chairman and I thank him sincerely for his help this year. I know that I speak for Mr. Embree as well when I say it is difficult to express our thanks to the effervescent Coordinator Les Reynolds who, like the eternal spring, constantly bubbles with enthusiasm. Moreover, he permits none of this energy to go to waste. To him goes the major credit for whatever success may be attributed to the activities in his particular sphere. I sincerely thank him and Coordinator Henry Johnson and all of the committee chairmen.

Secretary Brewer and headquarters staff were, as always, an anchor to windward. I thank them heartily for their advice and guidance throughout the year.

And now the moving hand writes on. In closing, let me express my deep appreciation of the honor which you conferred upon me in the form of the chairmanship of this Section of our Association. I trust you will find the record clear as I pass it on to my successor. I have enjoyed the associations and the work and I hope that I may have the privilege of continuing both for many years to come.

Bibliography for Office Managers

OF current interest to office managers, personnel supervisors, and office building managers in the gas industry is a new bibliography recently published by the National Office Management Association.

The book will prove of material value to members of the gas industry who are interested in obtaining up-to-date information with regard to subjects such as: Personnel practices, maintenance and operation of office buildings, lighting, furniture, equipment, supplies, job and salary evaluation, time and motion studies, and, altogether, fifty-three different subject classifications. The publication is divided into a subject index, subject bibliography, and a third part listing the addresses of publishers and the cost of the material and books available from each. Many of the books, pamphlets, and magazine articles listed are available in public or college libraries or may be obtained through chapters of the National Office Management Association. The book is intended to be used as a working bibliography of selected references, with preference having been given to the most current literature available under each subject.

The Bibliography should prove of particular value to office managers in the gas in-

dustry in that, while there are many subjects with which most office managers are familiar, in the past there has been no one source where could be found a complete summary of the various articles, etc. which had been published on office subjects. Many hours of time and much money will be saved through the use of the book.

The National Office Management Association, now in its 26th year, has chapters in 76 cities in the United States and Canada. The purpose of the organization is to promote a free exchange of ideas on office management and organization among its members, to encourage the work of standardization and to determine as far as possible general standards of office work applicable to all industries.

It is the intention of the Association to issue up-to-date supplements to this book. Copies may be obtained from the National Office Management Association, 2118 Lincoln-Liberty Building, Philadelphia, Pennsylvania, at \$3.00 per copy or through local secretaries of the Association.

—Reviewed by OAKAH L. JONES, Oklahoma Natural Gas Co.; Vice-President, National Office Management Association.

An Executive

● An Executive is a man who has nothing to do, except:

To decide what is to be done; to tell somebody else to do it; to listen to reasons why it should not be done, why it should be done by somebody else, or why it should be done in a different way; to prepare arguments in rebuttal that are convincing and conclusive.

To follow up, to see if the thing has been done; to discover that it has not been done; to inquire why it has not been done; to listen to excuses from the person who should have done it and did not do it.

To follow up a second time, to see if the thing has yet been done; to discover that it has been done incorrectly and to point out how it should have been done; to conclude that, as long as it has been done, it may as well be left as it is; to reflect that the person at fault has a wife and seven children and that certainly no other Executive in all the World would put up with that person for a moment, but that, in all probability, any successor would be just as bad or worse.

To consider how much simpler and better the thing would have been done if he had done it himself in the first instance; to reflect sadly that, if he had done it himself, he would have been able to do it right in 20 minutes, but that as things turned out he himself spent two days trying to find out why it was that it had taken somebody else three weeks to do it wrong; to realize that such ideas would strike at the very foundation of the belief of all Employees that an Executive has nothing to do.—J. R. W. ALEXANDER, Associated Gas & Water Undertakings, Ltd., Surrey, England.

Residential Gas Section

J. J. QUINN, Chairman

WALLACE M. CHAMBERLAIN, Vice-Chairman

F. W. WILLIAMS, Secretary



C. George Segeler

An affirmative answer to the question posed by the title of this talk today is practically a foregone conclusion, for change is one of the most certain things in this ever changing world and therefore can be no surprise or shock for any of us. However, it may be important and valuable to see if we can

crystallize our views as to the way in which the market for gas heating has changed and what if anything we need to do about it.

Some of the points involved in the picture can be enumerated without much to do; for example, we are all aware of how the wartime fuel shortage has stimulated interest in gas heat. There probably isn't a home owner or a renter either who does not secretly wish he had gas heat. He wants it in the house that he lives in now and he certainly wants it in his house in the future but there is a big difference between wanting it and doing something about it. This will be increasingly apparent as time rolls on—particularly if the gas industry fails to come up with some of the vital answers.

Heavy Demand for Gas Heating

In many cities, gas companies are already experiencing unusually heavy demands for gas heating equipment, doubly exasperating because of the lack of gas heating equipment and the uncertainty as to future gas industry policies in promoting the use of gas for house heating. However, the indications are that this present rush for any and all kinds of gas burners is not a true sample of the long range picture. It more probably is the result of the sudden end of the war in the midst of continuing shortages. Some gas companies have been able to segregate the chaff from the wheat by priority systems which were set up early in the war. They were thus able to allocate gas heating equipment on an equitable basis and to customers who would probably remain as permanent gas users.

Market analyses tend to furnish information on short rather than long term trends

Address before New England Gas Association Fall House Heating Meeting, October 5, 1945, Stow, Massachusetts.

Has Our Market Changed?

BY C. GEORGE SEGELE

Utilization Engineer, American Gas Association

and therefore they need redoing at regular intervals. Just now we have an interesting survey at hand although it comes from our principal competitor—oil. Nevertheless, we owe a vote of thanks to Fuel Oil and oil heat for making these detailed findings available and for breaking down their data so that New England results can be studied separately.

Although you are undoubtedly following this current material as fast as it appears, it may be helpful to repeat some of the salient findings. Many factors are revealed which indicate a definite swing to gas heat and away from oil and coal.

To bring you up to date on the methods used in the oil industry survey, they conducted 75 interviews with home owners in each of 20 cities, 4 of these Portland, Boston, Springfield and Meriden were in New England. In each of these cities 5 typical neighborhoods were selected and 15 interviews were conducted by picking out every fourth house in the areas. All of the interviews were carried out in regions in which oil burners were a major marketing factor. In other words, natural gas areas were omitted as were the strictly coal using areas in Pennsylvania. Be that as it may—the 1500 random interviews included 103 homes heated by gas.

Home Sizes & Fuels				
New England	Coal 7.4	Oil 8.3	Gas 6.5	All 7.8
Preference %				
Now use coal would prefer	19	56	25	
Now use oil would prefer	2	85	13	
Now use gas would prefer	5	10	85	
% of preferences	10	67	23	

Gas vs. Oil Cost Opinion	
Cost much more	11%
Costs no more	56%
More but worth it	33%

This corresponds to a gas heating saturation of 7% which is rather higher than typical in the gas industries but probably reasonable for single family dwellings in the income groups included in the survey. Thus, the high gas use can be accounted for by the method of selecting the neighborhoods and does not in my opinion reduce the significance or usefulness of the data collected. All of the tables shown here are based on New England findings exclusively.

The first table shows a number of interesting points and deserves our attention. It has commonly been held that gas heat being a premium fuel will be found mainly in high income homes. Automatically that would mean homes with a large number of rooms. Note however the facts as revealed from the New England survey. The average of homes having gas heat was 6½ rooms and turns out to be the smallest of the three fuels. This data refers to central heating systems only and does not include kitchen heating.

We may find several good reasons for applying gas to smaller houses. The total cost of heating regardless of fuel is low for houses with fewer rooms and that naturally favors gas.

In a small house, the furnace really needs to supply only the incremental heat, that is the heat needs above those met by auxiliary sources such as lights, people cooking, water heating and warm chimneys. These may be entirely unimportant in a large house but they help make gas a "natural" for the small low cost home. Furthermore, gas units are the most reliable and trouble free especially

Percentage of Heating Plants by Fuels				
	Coal	Oil	Gas	Total
Steam	46%	49	5	48
Hot Water	25	68	7	24
Warm Air	58	28	14	24
Winter Air Conditioning	70	30	4	
% each fuel	42	51	7	

Fuel Cost Opinions		
Cost per Room		
Coal	\$19	
Oil	\$21	
Gas	\$31	

in small sizes which means that the apparent fuel cost advantage of oil is soon overcome when oil service charges are included in the picture. Regardless of how small a gas furnace may be required for a given house, it can be relied upon to operate with a minimum of servicing. Most important however is the fact that the well insulated small house heated by gas provides ideal heating comfort—clean, convenient and desirable without penalizing the home owner with a heating budget beyond his means.

The trend to smaller houses is well known to all of you and it is further emphasized by a check of early and current gas heating statistics. In 1934 there were about 7000 central gas heating installations in the six New England States and they used an average of 467,000 cubic feet of gas per heating season, this amount probably including gas for other uses as well. Eight years later, that is during 1942, the number of installations had increased to nearly 20,000 but the amount of gas used per house declined more than 10% to an average of 418,000 cubic feet.

Gas in the Small House

The use of gas in the smaller house is even more strikingly shown if you make similar checks on the use of gas in each state down the Atlantic Seaboard. As you go south, the total heating bill naturally gets less in proportion to the smaller number of degree days. The use of gas per job declines much faster than this proportion however, being only 1/10 as great in Florida as in Massachusetts while the degree days are approximately 1/4 as many. Clearly this shows how small homes are a market for gas heat.

There is almost complete agreement in the building trade and among mortgage institutions that the small house is here to stay and that an ever increasing number of new homes will be in the low cost small field. This is a marked change in American living habits. It reflects lower incomes after taxes, less employment of domestic help, smaller families and other influences all tending to aim at compact dwellings, low in maintenance and operating cost as well as less expensive to build, and gas fits into this picture with perfection. Our competitors act as though they know it too for they no longer ignore gas. The survey is but one example that oil dealers are beginning to carry gas burner lines. Appliance dealers generally are asking about gas. Provided the gas industry is on the jump, a new ready made market is eager to buy our products.

The New England findings in regard to the kind of heating systems are also most interesting and most significant. Considering all fuels together, we observe that about half of all the houses surveyed were steam-heated while one quarter of the houses were heated with hot water and another quarter with gravity warm air. A small percentage, apparently only 4%, are using winter air conditioning. These findings are truly the crux of the competitive picture of gas versus oil. They deserve careful study followed by concrete action.

The predominate choice of steam heat can

be directly ascribed to the low installed cost of this method of heating. The cost is low because one pipe systems are used and everything is made of cast iron. Even the engineering is cast iron for even the least among plumbers can do a good job in steam heat. The fact that steam heat undoubtedly imposes a 12% fuel tax upon 50% of the population which uses this method of heating seems to have escaped all notice. Certainly with gas heat there seems to be little justification for encouraging this system.

The high vulnerability of steam-heated systems to oil competition is also apparent par-

THAT FIRST DAY BACK



Gas Newsweek Pictorial—Southern Calif. Gas Co.

ticularly since the steam boiler lends itself best to combination heating and hot water supply systems in which the gas company faces the loss of water heating as well as central heating. The fact that the survey revealed these existing conditions may not be too important because we have ample evidence that the New England gas companies have already taken steps to change the picture. For example, the statistics reveal that for the last active sales year before the war, warm air heating accounted for 58% of the total sales of central heating units while the sum total of both steam and hot water heat only was 42%. This is a healthy sign.

The permanent success of promoting the adoption of winter air conditioning in new houses depends principally on the quality and cost of installing ducts, risers and registers. In many communities there is a lack of competent low cost sheet metal contractors who can make their own layouts and at the same time they oppose the use of prefabricated ducts. The National Warm Air Heating and Air Conditioning Association has taken a most progressive step to correct this condition. They have now published the Code and Manual No. 7 which is part of their general series of standards on winter air conditioning and warm air heating. This book No. 7 may well prove to be the key to the contractor's problem because it simplifies the design of warm air heating systems and assists even the

least able contractor so that his performance will be satisfactory if he follows the new rules set forth. A copy of this booklet should be in the hands of every gas heating department. It may be purchased from the National Warm Air and Air Conditioning Association at 145 Public Square, Cleveland, Ohio, for the modest price of 50¢.

Before the war the installation cost of forced warm air heating systems was about \$10 per outlet or \$20 per room in areas where warm air was actively promoted and used. In many New England communities it was reported that prices of \$20 per outlet or \$40 per room were not uncommon and under such conditions winter air conditioning was terribly handicapped. Experience has shown that under pre-war price conditions it was possible to install winter air conditioning systems at low cost without sacrificing design. These installations provided a maximum of winter comfort through the correct sizing of duct work and accessories and the correct location of risers and registers where they would do the most good.

Everyone appreciates the point that these systems practically assure the use of gas for domestic hot water supply regardless of the fuel used for central heating. Forced warm air is considered the most efficient of all heating methods. There is every reason to be concerned with their adoption in new houses. Much spade work remains to be done in many communities with builders, architects, realtors, banks and others to bring these facts before them. It may be necessary to help sheet metal firms so that they can do their jobs at low cost and yet up to the necessary standard so that warm air won't get a black eye from improper layout, or faulty installation. The contractors must be big enough to handle these jobs for the speculative builder as well as for the contract house.

New Heating Developments

While on the subject of heating systems, it might be well to mention new developments and evaluate their possible influence. Mr. Hamilton who follows me on this program will discuss radiant heating with hot water and built-in radiation. In addition to this system there are two other radiant heating methods employing warm air with which some of you may not yet be familiar. One of these developed by Bell and Gossett of Chicago makes use of the interior stud space as a riser supplied with air around 100°. The return is across the floor spaces and back down the outside walls into the cellar which forms the return plenum.

In this system none of the air used for heating reaches the occupied spaces of the dwelling. Some 300 or more houses in Detroit including some apartment buildings are equipped with this method of heating. There is some opposition to it on the part of the National Fire Protection Association but how this will influence the development of this method is uncertain at this time. The feature of the system is that it is gravity operated but automatically compensates for cold exterior walls and exposure. In fact, the more a given wall is subject to cold wind the greater will

be the circulation therein and consequently the room behind it will be favored by additional heating.

The second warm air radiant panel system is somewhat similar but uses forced air in a closed circuit consisting of regular risers and returns which feed radiant panel ceilings constructed of approved fire resistant materials hung below the ceiling joists. Surprisingly low air and panel temperatures are required to achieve excellent comfort conditions. Some seven private houses with this type of construction were erected in Utica about 1942 and they have been undergoing tests ever since. One of them is equipped with hundreds of thermocouples which are used to record temperature conditions throughout the house and the walls. A committee from the Metropolitan Heating and Air Conditioning Council of New York visited this group of houses last winter and came back enthusiastic over the new method. Unfortunately, opposition from the National Fire Protection Association in the matter of construction materials may also hamper this development. My personal opinion is that it offers revolutionary possibilities in terms of comfort and cleanliness. I hope that the fire problems will be promptly solved without raising the cost unduly.

Public Holds Gas Expensive

To return to the survey undertaken by Fuel Oil, they sampled public opinion and found quite generally that 51% of present gas users felt that it was more expensive than oil but worth it—37% thought that gas cost them no more but 12% of present gas customers were convinced that they were paying much more than their friends who used oil. That figure is still large enough to justify steady promotional effort in educating all fuel users as to the facts regarding gas heat. In the case of the survey of non-users of gas the figures are quite different; 58% thought that gas was very expensive and the balance, 42%, thought that it was moderately expensive or even inexpensive.

From the viewpoint of industries competing with gas these percentages are bad enough because there was a time when almost everyone thought gas was expensive. Since these terms are only relative and descriptive, the dollar values might be more helpful. The average opinion of fuel cost per room works out as follows: Coal about \$19 to \$20 per room per year—Oil \$21 and Gas \$31.

More information along this line was revealed by the study of fuel preferences. Home owners now using coal, oil and gas were asked what they preferred in the way of fuel. These answers may reasonably be assumed to reveal what the public will look for in a new house. The data consequently affords an insight into the future market and the need for directing advertising in specific channels. Of the present users of coal 19% continued to prefer it, 56% wanted oil and 25% wanted gas. Considering that only 2 or 3% of present users of all fuels now enjoy gas heat this certainly speaks well for the future although it still shows that oil re-

mains the principal competition for gas.

One might expect that a very high percentage of present oil users would prefer it in their new homes, and this proves to be the case although at least 13% of them want gas in their next house. By contrast, only 10% of present gas customers want oil in their new house while 85% of gas users would stick to it in the future. Analyzing the entire preference picture we see that almost a quarter of home owners want gas heating in their next house. If we had such data for 10 or 15 years ago we would certainly be amazed at the change in public opinion.

Thus far we have considered the rosy side of changing public opinion as revealed by surveys and there is little doubt that your daily contacts show similar if not identical trends. The market for gas heat has certainly changed for the better but there may be a few items on the opposite side of the fence. A few years ago, I was nearly thrown out of this assembly when appearing in the character of G. A. S. Burns of the Sphinx Oil Company and letting you in on some of the secrets of the oil business. Yet it was and is a good idea to know where competition stands. First of all let's consider prices; fuel oil has already dropped from 9¢ to 7½¢ per gallon and will be reduced another 0.3¢ per gallon on October 31 unless the strikes re-introduce rationing. Oil burner prices will

be very little higher once present shortages are relieved than they were prewar. This means that the fight's on once more. The oil companies have started determined campaigns to recapture the favored position in which they once were by active promotion and sales efforts backed by advertising intended to build up public confidence in the adequacy and permanence of oil supplies.

It is my guess that this large scale effort will bear fruit and that the gas industry, especially in colder manufactured gas areas, will soon cease being flooded with requests for gas heating unless the individual gas companies feel that the house heating business is something that they really want to develop to the maximum. And since that is a point undecided as yet in the minds of a substantial number of executives, there is every likelihood that the postwar status of the competition will be most similar to the prewar.

Free Service Advocated

One of the frequently discussed points in gas heating is the question of continuing free service for house heating. My opinion continues unchanged to the effect that this is one of the strongest points in favor of gas. It has obvious and well known sales advantages over the lower cost oil competition. It also is an expression of confidence on the part of the gas company which is quickly appreciated by the prospective gas heating customer. He reasons that if the gas company offers free service, it must be because gas is so reliable that infrequent demands for service will be necessary. Take this away and you set up a constant cause for irritation and you increase the edge which competitors now hold. The oil industry surveys lend further strength to this argument. It is clearly indicated by their own studies that customers would be willing to pay more for oil if they could receive assurance on service. It is reported that oil companies in Baltimore have furnished free service for many years and that exceptional success has attended this practice.

The manufactured gas industry is also doing something on the service problem, striking right to the root of the matter. The Metropolitan Service Managers Council of New York in conjunction with the Philadelphia House Heating Council and representatives from Washington, Baltimore, Rochester, Hartford and other cities have after two years of constant effort issued a proposed supplementary set of requirements to the American Standard Approval Requirements for Central Heating Equipment. These are to be printed and sent to every manufactured gas company for adoption. They are to replace conflicting and in some instances unnecessary individual company requirements. These new requirements set a high standard for gas appliances and should go far in the reduction of service cost by eliminating sources of trouble, simplifying lighting and by improving all elements of equipment design.

Manufacturers appear to be in accord with the hopes of the sponsors of this program. The A. G. A. committees will be approached

(Continued on page 519)

Keeping Faith With the Veteran

REMEMBER when George and Jim said "Good-bye." They were headed for an induction center. Then they didn't know where. Neither did you. The chances were good it was for trouble though because we had a shooting war on our hands.

Remember, you shook hands with them, wished them all sorts of good luck and told them not to worry about a job when they came back.

Remember!

They're on their way back now. They haven't worried about the job because they remembered your promise. They'll be around some Monday morning to shake your hand again, to tell you some tall tales of Europe or Africa or the South Pacific. They'll seem like tall tales to you but after what the boys have seen and done they'll probably be models of understanding. And then—

They'll say: "When do we go to work?"

Are you ready to put them on a job?

Well, if not maybe you better hustle around and get ready.

They kept faith with you. Now it's your turn to keep faith with them.

Official Bulletin, Heating, Piping and Air Conditioning Contractors National Association, October, 1945.

Industrial & Commercial Gas Section

HARRY A. SUTTON, Chairman

KARL EMMERLING, Vice-Chairman

EUGENE D. MILENER, Secretary

Our Postwar Sales Objectives

DURING the period of the war, the need for greatly accelerated production of materials required for the prosecution of the war and the necessity of providing essential civilian needs placed a heavy burden on all industry. The gas industry was no exception. Manufacturers confronted with production schedules calling for the delivery of war materials in maximum quantities, and minimum time, needed more industrial gas equipment and more gas for industrial heating processes. Commercial establishments, especially food service establishments, were called upon to provide increased facilities. This too required more equipment and more gas.

Now the fighting is over and we are in the midst of the period of conversion. Everybody is anxious to get back to peacetime conditions as soon as possible, but it all takes time. There are many adjustments to be made and some confusion is bound to occur, but the ability of our industry and commerce to solve its problems has been proven by wartime accomplishments and, consequently, there can be no doubt as to the future.

That the future for the use of gas for industrial and commercial purposes is a bright one is a foregone conclusion. The many years of close cooperation between the managers of industrial and commercial establishments, and the industrial and commercial representatives of gas companies and equipment manufacturers, had so firmly established the value of gas that it was called for during the war in quantities greater than ever before. So will the splendid job which it did during the war serve as the basis for expanded use in the future.

There can be no relaxation, however, in effort. Adjustments must be made and made quickly. We have work to do and it must be done if we are to maintain and expand the use of our service in our fields of endeavor.

Managers of industrial plants are anxious to resume production of civilian goods. Many have had their plans ready for some time and none is willing to delay too long the resumption of normal civilian production. For some, the conversion is relatively simple since they produced the same product for war use that they normally produce in peacetime. Others who produced entirely different products for the war must reconvert, and finally many of those plants which were born during the war for production of war ma-

BY HARRY A. SUTTON

Chairman, A. G. A. Industrial and Commercial Gas Section, Public Service Electric & Gas Co., Newark, New Jersey

terials will convert to manufacture some entirely new product. They all want to take advantage of any new developments which will permit them to produce better products at lower costs.

The newly-elected chairman of the Industrial and Commercial Gas Section, states his views on postwar possibilities for expansion in the industrial and commercial fields.

The utilization of manufactured and natural gas for industrial process heating has made considerable progress during the war. New and improved applications have been made as a result of research and development but these applications have been primarily for war products. Their adaption to peacetime production is a current job. Accomplishment in radiant tube heating, controlled atmospheres, bright annealing, gas quenching, recarburization or "skin recovery," controlled heating and cooling, convection heating, immersion heating, furnace heating, radiant heating and gas pickling are just a few of the many developments which are available for the postwar market. In addition, continued research and development will produce other applications enabling our industry to

progress. We must, however, promote these accomplishments through vigorous sales activities backed up by adequate advertising and publicity. Depleted sales organizations have to be brought up to top strength as soon as possible. This means refresher courses for the present staff and complete training for new sales engineers.

Our goal will be the complete coverage of every industrial plant by highly competent, thoroughly trained and experienced representatives supported by research and development, expanded advertising and merited publicity.

In the commercial field there is also a job to be done. During the war the demand for service from commercial establishments was greatly increased. The shortage of equipment for civilian use

made it necessary for many commercial establishments to get along with the equipment they had. As a result there has accumulated a huge market for replacement equipment. Actual market surveys have determined rather accurately the amount of equipment needed not only for replacement but also for expansion in established business. To this market must be added the new commercial establishments which will be started in the postwar period. Here is the basis for a real sales job. To do it properly requires close cooperation of gas utility, equipment manufacturer and equipment dealer. Sales organizations must be built up to get proper coverage. This requires training. In the commercial cooking and baking field the A. G. A. manual, now



Retiring and newly elected Section chairmen, Harry K. Wrench, Minneapolis (right), will be succeeded by Harry A. Sutton, Newark



Karl Emmerling, Cleveland, and 1946 Section vice-chairman (right), and C. H. Lekberg, chairman, Com. on Heat Treating with Gas



Carl Wierum, Brooklyn (right), has returned from Navy duty, and Harry A. Sutton, Newark, newly-elected Section chairman



At the joint committee dinner the camera found Frank H. Trembly, Jr., Philadelphia (left), and Henry M. Heyn, Toledo



W.E. Steinwedell, president (left), and Ken W. Stoekey of The Gas Machinery Co., Cleveland



Roy E. Wright, chairman, Food Service Equipment Committee (right), welcomes R.V. Bauer, New York, back from the Service



Attending the meeting of the Com. on Heat Treating with Gas were, left to right: C. P. Mann, Philadelphia; C. H. Lekberg, chair., Hammond; "Chuck" Eeles, and H. M. Heyn, Toledo



Attending the final meeting of the Ind. and Com. Advertising Com. Left to right: Tom Brooks, Philadelphia; Ron Malony, Bridgeport; J. P. Leinroth, chair., Newark; and E. Hofsoos, Pittsburgh



Charles R. Bellamy, chairman, Committee on Industrial Gas Research (second from left), emphasizes his point at the Managing Committee Meeting. Left to right: Jack Frost, Brooklyn; Mr. Bellamy; I. Lundgaard, Rochester and Leon Ourusoff, Washington



H. A. Sutton, Public Service Elec. & Gas Co., Newark (left), newly elected Sec. Chair. for 1946 listens to "Jerry" Healey, Springfield, tell how they build hotel and restaurant gas load



A New England delegation at the Food Service Equipment Committee Meeting. Left to right: Walter S. Anderson, Boston; Herb. Koon, New Haven; "Jerry" Healey, Springfield; Harry O. King, Boston, and Roy E. Wright, chairman, Cambridge

Dan Brogan, Burlington, Vt. (left), tells a "good" one to Lawrence E. Biemiller, Baltimore (center) and Harry W. Smith, Jr., New York



nearing completion, will be a valuable aid. Improved equipment must be available since this market is no different than any other. It is looked upon by our competitors with possessive eyes.

Our goal is to retain what we now have and to further expand the use of gas for commercial purposes.

The utilization of gas service through radiant broiling, highly efficient immersion-heated deep-fat fryers, accurately-controlled bake ovens with proper baking atmospheres, toasters that produce the desired outside color and crispness with delectable inner softness, ranges that have unlimited selection of top heats within the desired range of temperature, improved food warmers, water heaters to provide full demands including the 180° F. water for sterilization, heating appliances, air conditioning equipment for year 'round conditioning and refrigeration equipment, not to mention the innumerable miscellaneous applications, is our objective. We can be proud of our offering and if we will be diligent in our efforts our success will be assured.

The use of gas for industrial and commercial purposes has increased steadily since the first applications were made somewhere about the beginning of the present century. That is why we say the "trend is to gas for industrial and commercial uses." It has come through research development, sound engineering and salesmanship—all accompanied by hard work. Our job today is to carry on.

Industrial Sessions At Annual Meeting

HIGHLIGHTING the A. G. A. Annual Meeting activities of the Industrial and Commercial Gas Section were the final meetings of four committees held at the Hotel Pennsylvania. Three committees held their meetings on October 24: National Advertising Committee, J. P. Leinroth, chairman, Public Service Electric & Gas Co., Newark, N. J.; Food Service Equipment Committee, Roy E. Wright, chairman, New England Gas & Electric System, Cambridge, Mass.; Committee on Heat Treating with Gas, C. H. Lekberg, chairman, Northern Indiana Public Service Co., Hammond, Ind. At the conclusion of these meetings, the three committees and their guests joined forces for a social hour at dinner in the hotel.

On the next day, October 25, the Managing Committee of the Industrial and Commercial Gas Section held an open meeting for its final session of the present Association year. This meeting was presided over by the chairman of the Section, Harry K. Wrench, president, Minneapolis Gas Light Co., Minneapolis, Minn. The members of the Section heard committee reports, elected the new Section officers for 1946 and reviewed and approved some of the activities projected for the next Association year.

AMERICAN GAS ASSOCIATION INDUSTRIAL AND COMMERCIAL GAS

ADVERTISING FOR NOVEMBER

GENERAL MANUFACTURING

1,415,853,000,000 Cubic Feet of *GAS* used industrially and commercially in year Prove The Trend is Definitely to *GAS*. *Business Week* (Nov. 17)
Broaches—Master tools of Mass Production—Precision Heat Treated with GAS at Detroit's Commercial Steel Treating Corporation.

*Modern Industry
Factory Management & Maintenance
Industrial Heating*

METALS INDUSTRY

1,415,853,000,000 Cubic Feet of *GAS* used industrially and commercially in year Prove The Trend is Definitely to *GAS*. *Foundry*
GAS precision control helps manufacturer save precious tin—and brings other advantages. *The Iron Age* (Nov. 1)
Broaches—Master tools of Mass Production—Precision Heat Treated with GAS at Detroit's Commercial Steel Treating Corporation.

Materials and Methods

Metal Progress

Steel (Nov. 12)

TECHNICAL COLLEGE PUBLICATIONS

Could You Use 50,000,000 B.T.U.'s of Heat per Hour per Cubic Foot? *28 Engineering College Magazines*

CERAMIC INDUSTRY

GAS Fired Furnaces Supply precision, accuracy, controllability to the Nth degree in firing micro-porous filters. *Ceramic Industry*

GLASS INDUSTRY

1,415,853,000,000 Cubic Feet of *GAS* used industrially and commercially in year Prove The Trend is Definitely to *GAS*. *Glass Industry*

CHEMICAL FIELD

A Man Well Worth Knowing—Your Local *GAS* Company's Industrial Engineer. *Chemical & Metallurgical Engineering*
1,415,853,000,000 Cubic Feet of *GAS* used industrially and commercially in year Prove The Trend is Definitely to *GAS*. *Chemical and Engineering News* (Nov. 10)

TEXTILE FIELD

1,415,853,000,000 Cubic Feet of *GAS* used industrially and commercially in year Prove The Trend is Definitely to *GAS*. *Textile World*

HOTEL AND RESTAURANT FIELD

At Pittsburgh's Vast Masonic Temple New *GAS* Equipment Cooks for largest Masonic body in North America. *American Restaurant
Restaurant Management*

Many Advantages of *Gas* Cooking stressed at Cleveland's Hotel Statler. *Hotel Management*
GAS cooked up to 17,000 meals daily at U. S. Naval Training School (WR), New York. *Institutions*

SCHOOL FIELD

1,415,853,000,000 Cubic Feet of *GAS* used industrially and commercially in year Prove The Trend is Definitely to *GAS*. *Nation's Schools*

HOSPITAL FIELD

A Man Well Worth Knowing—Your Local *GAS* Company's Commercial Representative. *Modern Hospital*

FOOD PROCESSING

1,415,853,000,000 Cubic Feet of *GAS* used industrially and commercially in year Prove The Trend is Definitely to *GAS*. *Food Industries*

BAKING FIELD

A Man Well Worth Knowing—Your Local *GAS* Company's Commercial Representative. *Bakers' Helper* (Nov. 3)
Bakers Weekly (Nov. 12)

FOUNTAIN AND RESTAURANT FIELD

Whelan Drug Stores cook with *GAS* in over 200 units. *Chain Store Age* (Fountain-Restaurant Section)

NEWSPAPERS, PUBLISHERS, ETC.

A Man Well Worth Knowing—Your Local *GAS* Company's Industrial Engineer. *Editor and Publisher* (Oct. 20)

Technical Section

v. 17) LESTER J. ECK, Chairman

C. S. GOLDSMITH, Vice-Chairman

A. GORDON KING, Secretary

Results Obtained with the Tangential Generator-Carburetter Connection

BY GEORGE L. BIXBY

Consolidated Edison Company of New York, Inc.

set cold by two workmen using air-guns. Ten man-days were required to remove the carbon from the walls alone. Seventeen of these shutdowns would have been required this past year had the tangential connection not been installed. Because the carburetter walls stay clean it has been possible to omit

Apparently very good results have been obtained with this type of connection at Astoria. Even if only a portion of the advantages indicated for this type of connection are ultimately attained, it should be a well worthwhile addition to water gas apparatus using heavy oil.—J. HAWLEY TAUSIG, JR., Chairman, A. G. A. Water Gas Subcommittee.

this 2,000 hour shutdown and to lengthen the interval between overhauls to 4,500 hours. Occasional sets have run longer to a maximum of 5,138 hours. Even after such a lengthy period of operation, the removal of cold carbon from the carburetter walls seldom requires more than three man-days and air tools are no longer necessary for its removal.

This improvement is due to the disposition of the walls carbon which permits its removal as occasion warrants, leaving no massive accumulation for the overhaul. The form and location of the carbon depends upon the action of the gases in the carburetter. These gases enter tangentially near the top and hug the carburetter wall closely for 180°. During this time they drop about $\frac{1}{3}$ of the total inner height of the chamber and only at this 180° point does carbon begin to be deposited. So it is evident that the carbon which does deposit is low enough on the wall so as to be readily accessible for barring down from the top door. Most of the small amount of wall carbon is deposited in the next 120°. The gases here are all traveling downward at an angle of 45° with the vertical and have lost much of their velocity. The loss in velocity seems to be the cause of the carbon deposition which does occur.

However, there is sufficient lateral velocity to cause deep grooves in the carbon formation which, accordingly takes the form of a tier of shelves about 6" to 18" wide and about 3" to 6" thick. These are easily barred down leaving the wall almost like new. There has been no individual case when this could not be done and in a reasonable time as well (5-15 minutes). This has been the case in spite of using oils with as high as 13% free carbon.

The location and amount of the carbon on the floor appears to be directly due to the location and amount of the wall carbon. Prior to the installation of the tangential connection 12" to 18" of carbon was deposited under the carburetter wall nearest the superheater 6" to 10" in the tunnel, and about 24" in the superheater on the side nearest the carburetter. With sets equipped with the

tangential connection some 18" is deposited on the carburetter floor on the side nearest the generator. This decreases rapidly toward the superheater there being only 6" under the opposite wall, 3-4" in the tunnel, and very little if any in the superheater. The point of greatest deposition of floor carbon is away from the path of the gases and all of this carbon is not usually removed.

So it may be seen that the location and nature of the wall and floor carbon is such that it may be most easily removed or neglected as circumstances may warrant. This ability to neglect carbon removal is of value in considering the next contribution the tangential connection has made.

2. Saving of Hot Carbon Cleaning Labor

In recent years we have been unable to maintain our usual fire and carbon cleaning force at what previously was considered the necessary number in each gang. As a result of the tangential connection, we have found it possible to discontinue cleaning hot carbon on one of the three 8-hour shifts. This saving of $\frac{1}{3}$ of the total number of men engaged in hot carbon cleaning amounted to

THE twelve generator sets in the "D" generator house at the Astoria plant were equipped with back run, marginal blast, and tangential connections during the year 1942. The latter delivers gas from the generator into the top of the carburetter tangentially swirling it about the periphery of the carburetter. The old right-angled connection delivered the gas radially into the top of the carburetter. This drove the oil, descending as a fine rain from the carburetter oil spray, against the far wall before it could be gasified and caused poor oil efficiency, heavy formations of carbon, and resultant smoke. The tangential connection sets up a swirling action of the gases in the carburetter which keeps the oil droplets out of contact with the walls, permits a more rapid and complete gasification of the oil, and minimizes carbon formation and smoke.

Since 1942 the tangential connection has paid for its cost of installation many times over. Furthermore it has made it possible to keep more sets on the line and running properly than was ever deemed feasible before. Actually the "D" generator house had more than 9-machines operating 24 hours per day on a year-round basis during the past 2½ years. This has proved a real boon to the company and to the operators of the plant, for during this period the send-out has increased progressively and the availability of labor has done the reverse. It is now accepted without a second thought that 10 sets will run constantly during the coldest months of the year.

The manner in which the tangential connection has contributed to this enviable record is many sided:

1. No Shut Downs Whatever Due to Carbon Since Installation (Approximately 20,000 Operating Hours Per Set)

A 2,000 hour overhaul was necessary with the old straight run sets to permit removal of the carbon from the carburetter walls among other things. During 1942 this was also found to be necessary with the sets equipped with back run and marginal blast only. This carbon was removed with the



J. D. von Maur, Toronto, president, Canadian Gas Assn.; Dr. A. W. Gauger, Penn. State College; F. A. Lydecker, Newark; L. J. Eck, Minneapolis, newly elected cbmn. of the Tech. Section



D. P. Hartson, Pittsburgh, past Section chair; Managing Director H. Carl Wolf; L. E. Knowlton, Providence, outgoing Sec. chair.



S. P. Cobb, New York; J French Robinson, Cleveland, outgoing president, American Gas Assn.; E. J. Bootby, incoming Assn. president; J. V. Postles, Philadelphia, past Section chairman

Photographs of prominent members and guests of the Technical Section taken during the Annual Meeting session of Managing and Advisory Committees in New York, October 23. New officers were elected at this meeting.



Dr. A. C. Fieldner, U. S. Bureau of Mines; R. Van Vliet, chair., Gas Production Com.; T. L. Robey, chair., Sect. Research Sub. Com.



H. W. Gee, Johnson, Tenn.; W. H. Ligon, Atlanta, Ga.; and B. D. Connor, Jamaica Plain, Mass., vice-chairman, Motor Vehicle Committee



Dr. C. W. Wilson, Baltimore, chair., Chemical Com.; and Dr. E. W. Guernsey, Baltimore, chair., Organic Sulfur Subcommittee



W. R. Fraser, Detroit, vice-chairman, Chemical Committee; J. H. Collins, New Orleans, vice-chairman, Distribution Committee; and L. J. Willien, Institute of Gas Engineers, Chicago



A. C. Cherry, Cincinnati, past chair., Distribution Com.; H. B. Andersen, Philadelphia, chairman, Distribution Design Sub. Com.; and Edwin L. Hall, American Gas Association

Samuel Green, vice-chair., Gas Production Com.; Linn Edsall, past charr., Motor Vehicles Com.; R. G. Griswold, New York

4½ men. It came at a time when such a saving was invaluable.

As far as the question of the sets was concerned, this saving was naturally accompanied by an increased interval of time between carbon cleans. These intervals were frequently as long as 60 hours.

3. Sustained and Increased Oil Handling Efficiency

The tangential connection has permitted the use of more carburetter oil and this increased oil has been handled with less smoke than formerly was the case. The installation of the back run permitted an increase of from 50 gals. to 60 gals. per run and the installation of the tangential connection enabled the sets to handle 70 gals. per run. Since oil is the most expensive raw material used, 0.1 gal. of oil being roughly equivalent to 1 lb. of fuel, it is important to use it as efficiently as possible. Operating men are generally agreed that the place to put the oil is in the carburetter, the relative prices being what they are. As a result the use of oil in the generator is dictated by necessity and should be kept to a minimum. The generator oil has been reduced from 50 gal. to 45 gal. per run since 1942. (This move has been possible in spite of an increase in make of approximately 10% which accompanied the installation of back run and marginal blast and the tangential connection). The oil efficiency of the sets has been kept consistently high, and smoke, that old tell-tale of indiscreet oil admission, has been so reduced that the watchman formerly engaged in observation, plotting it and warning everybody has departed for greener fields.

4. Saving in Steam Consumption

The tangential connection has also permitted the use of lower turbine speeds thus effecting a saving in steam. At the time of the installation of the first tangential connection it was noticed that the heats on this set could be kept up with a turbine speed 100 R.P.M. less than normal. Other sets behaved similarly as the tangential connection was added. This same condition of easy blowing or decreased resistance in the sets has been reflected in the exhaust steam pressures. Formerly there was almost always an excess of exhaust steam for gas making and periodic release of the excess through the back pressure valves and exhaust heads. Now, during the time when the "D" Generator House is operating by itself, there is seldom enough and very little waste. This permits a very close steam regulation which is in itself a great, though frequently overlooked, advantage.

While these savings might seem to the layman to be somewhat of the intangible variety, they are very important to the operator. This is especially true where automatically operated sets are under consideration. In such a case uniformity and close regulation are the essence of good operation and pay off in long term results.

5. Low Maintenance Cost

The repairs to the tangential connection and its lining have been negligible. An inspection of the older linings show that they have been eroded to a depth of 1". This loss in thickness from an original of 6" is uniformly distributed over the inner surface of the lining and has taken place in the course of 20,000 hours of operation. The only repairs made to date have been located around the carburetter air connection. Changes in design have largely eliminated these. Originally the sets were placed in operation without a steam purge in this air connection which enters the side of the tangential at an angle of 45° looking downstream toward the carburetter. As a result the metal would get red hot during the clean and the welding had a tendency to open up. Protection of the metal at this point has been achieved in two ways.

A. By running a $\frac{1}{2}$ " line from the low pressure steam feeding the set into the top of the air connection next to the carburetter blast valve. This line is taken off before the main steam valve so that the supply of steam is available during the blow and at cleaning time. A valve in this $\frac{1}{2}$ " line permits the steam to be turned off if the set is to be left down for any length of time.

B. By extending the lining at the upstream edge of the air opening out into the gas stream by about 3". This serves to deflect the gas stream away from the opening and also helps to protect the downstream edge, the weak point from the radiant heat.

These devices have sufficed to keep the sets in operation for the 4500 hours which is, at present, considered to be the desired interval between overhauls. As a contrast to this it might be well to note that the 6" lining in the old right-angled dust pocket connection usually required repairs after 2,000 hours of operation and doubling the thickness of the lining in the leg leading to the carburetter did not wholly obviate this necessity. The cost of maintaining the linings of the tangential connections to date has been about 13% of the amount formerly expended on the old right angled linings. However, some of the new linings will eventually have to be replaced. If we assume that one set will require a lining each year the cost of maintaining the new linings will still be only 33% of the previous maintenance cost. This also represents a worth while saving.

In conclusion the tangential connection has made possible savings annually in excess of installation cost in items which can be easily and accurately evaluated. The approximate percentage of the original installation cost which is represented by each of these items is indicated below:

- Item 1—Elimination of 2,000 hours overhaul
—over 50%
- Item 2—Saving in hot carbon-cleaning labor
—over 50%
- Item 3—Saving in maintenance of lining—
about 14%

The saving realized through improved oil efficiency might easily duplicate or exceed

the total of the above items. The purchase of the oil used at Astoria during the past year represented a huge expenditure. If only one-half of one percent gain in efficiency were effected the resultant saving would be practically equivalent to this total.

The saving due to conservation of steam is even more difficult of conjecture. The steam used for gas making is probably the major item of consumption on the plant. We have no way of estimating it at present which would not be based on an involved calculation. Nevertheless the saving exists and is of real importance.

Total annual savings may therefore be said to lie within the range of one to three times the installation cost by conservative estimate. It is possible also that they may even exceed the maximum figure mentioned. There can be no doubt that a very handsome return on the original investment has been obtained.

The advantages originally predicted for the tangential connection have been realized in full. Its installation is an integral part of a general program to increase the reliability of the sets in the "D" generator house and to achieve a longer "life" between overhauls. At the present time other links in this chain have been improved and it is very possible that the present interval of 4,500 hours may be favorably increased in the near future.

Tappan Cited

A GOLDEN anniversary certificate of publication service has been awarded to the Tappan Stove Company by the Brand Names Research Foundation, Inc., in recognition of the company's continuous service to the American public since 1881.

Light in Reno

● A novel use for gas lighting was revealed in the October 15 issue of *Life*. Describing Harold's Club at Reno, the country's biggest gambling joint, run by the amazing Smith family, Roger Buttermfield includes this item:

"A few years ago an ingenious customer in another Reno gambling club located the electric switch and turned off all the lights, whereupon his confederates grabbed trays of money and dived through the windows. This could not happen at Harold's Club, which has no windows at all except for a heavily shuttered pair beside the front door. All entrances and exits to the club are ostentatiously blocked off by rows of slot machines and tables, which would make any grab-and-run tactics almost impossible. On top of all this Mr. Smith has installed a complete set of auxiliary gas lamps with pilot flames always kept burning, so that if the lights should go off every dealer can pull a chain over her head and light up the place again."

Personal and Otherwise

Lyle C. Harvey Elected President of A. G. A. E. M.



Lyle C. Harvey

director of Dresser Industries, Inc. He has long been recognized as one of the foremost leaders in the gas appliance industry.

The following officers were re-elected for a term of one year: vice-president—D. P. O'Keefe, president, O'Keefe and Merritt Co., Los Angeles, California; vice-president—John A. Robertson, president, Robertson Thermostat Company, Youngwood, Pa.; treasurer—John Van Norden, secretary, the American Meter Co., New York, N. Y.

A. G. A. E. M. membership has increased 35% during the war years and today represents 90% of the production in all gas appliance and equipment fields.

Wimberly on F.P.C.

HARRINGTON WIMBERLY, of Oklahoma, was sworn in October 5 as a member of the Federal Power Commission for a term expiring June 22, 1948. Mr. Wimberly was appointed by President Truman to succeed Basil Manly, F.P.C. Chairman, whose resignation became effective October 1. The oath of office was administered by Acting Chairman Leland Olds.

Mr. Wimberly, owner and publisher of the Altus (Oklahoma) Daily Times—Democrat, served as director of the Southern Newspaper Publishers Association from 1940 through 1943. He was director of the Oklahoma Press Association from 1935 to 1938 and president of that organization in 1937-1938.

In addition to his newspaper activities Mr. Wimberly served as chairman of the Demo-

cratic State Committee of Oklahoma from February 1944 until his resignation September 24, 1945. He was a member of the Board of Regents for the University of Oklahoma from 1940 to 1943 and was renamed a member of that Board by Governor Kerr in 1945 for a seven-year term. Mr. Wimberly was president of the Board in 1942. In 1944 he was named public interest director of the Federal Home Loan Bank of Topeka, Kansas, and since 1936 he has been president of the Oklahoma Society for Crippled Children. He is a graduate of the University of Oklahoma.

Sharp Promoted

KETH B. MILLER, sales manager of the Tappan Stove Co., Mansfield, Ohio, announces the appointment of Donald S. Sharp, director of retail sales training, as assistant sales manager.

Mr. Sharp, former southern Ohio representative for Tappan's, was assigned to direct retail sales training work in Aug. 1944. Prior to that time he had served as procurement specialist and directed the organization of a contract termination branch for the Jeffersonville, Ind. quartermaster corps.

Appointed Director of A. G. A. Promotional Bureau



Colonel White

YORK, October 25. Col. White, who has been on active duty since February 11, 1942, will join the Association's headquarters' staff in New York in December.

The Promotional Bureau, which has been set up under the enlarged Gas Industry Research and Promotional Plan, will develop and conduct industry-wide sales promotional programs. It is expected to augment and coordinate the promotional work of the Association with gas utility companies, appliance manufacturers and related industries.

A graduate of the United States Military Academy in 1923, the new promotional director, Col. White, resigned his commission shortly thereafter to go into business. He was active promotionally in the canning field, both regionally and nationally. After being associated with New York Canners, Inc., of Rochester, and the Birdseye-Snider Division of General Foods, for nine years he conducted his own canning business, the Hamlin Canning Co., Inc., of Hamlin, N. Y.

Col. White entered the gas utility business in January, 1934 when he was placed in charge of the Brockport office of the Rochester Gas and Electric Corporation. While in that position he directed a number of outstanding sales campaigns, one of which resulted in his office winning the nationwide A. G. A. sales contest on automatic gas water heaters.

He was commissioned a major in the United States Army in February 11, 1942, and assigned to Picatinny Arsenal, the Ordnance Department's research and development ammunition plant near Dover, N. J. His first assignment at the arsenal was chief

of personnel and civilian training, the arsenal then having a personnel of some 18,000. In November, 1942, he was promoted to Lieutenant Colonel and made chief of administration. He was advanced to Colonel in December, 1943.

While at Picatinny Arsenal, Col. White in conjunction with Glenn Gardner, director of the Training Within Industry Program for New Jersey, developed a job relations training program for war industries which was widely used and adopted without change by the Dominion of Canada. It was also modified and used by the Training Within Industry Program of the War Production Board.

Since November, 1944, Col. White has been chief of the arsenal's manufacturing division. He has also been chairman of the War Department's Regional Deferment Committee, responsible for all War Department's deferments in New Jersey and Delaware. For this work, he was commended by Secretary of War Stimson.

Win McCarter Medals

JOSEPH E. WHITNEY, a fitter in the New Brunswick (N. J.) Gas Distribution Department of Public Service Electric and Gas Co. was presented the McCarter medal of the American Gas Association September 21 at the distribution headquarters in New Brunswick.

The medal, presented Mr. Whitney by Thomas L. Mellick, engineer, Central Division, Gas Department, was for the successful resuscitation of a Highland Park man who had been overcome by gas early this year.

A McCarter certificate of assistance was presented Edwin C. Moke, assistant superintendent in the company's New Brunswick Gas Distribution Department.

John M. Orts, director of safety education, commended the men on their fine work. He explained the purpose of the medal and stated that since its inception in 1922, 774 in the United States had received the McCarter medal and 45 had received bars for having a record of two or more successful resuscitations. In Public Service, 69 employees have received the McCarter medal and four have received bars.

Harry D. Hancock In the Spotlight



H. D. Hancock

THE spotlight has finally found Harry D. Hancock. A double-page spread in the October number of *Gas Service*, published by the Cities Service Company, subjects him to the glittering glare of publicity—a most unusual and doubtless most uncomfortable spot in which to place an innately modest man. The veil

with which his modesty has more or less cloaked his endeavors has been stripped in a colorful, informative article by Frederick Tisdale. Its apt and illuminating title is "Ask Harry—And No Need to Check His Facts."

As present chairman and one of the original members of the A. G. A. Natural Gas Department's Technical and Research Committee and past chairman and present member of the A. G. A. Rate Committee, Mr. Hancock's work has won the respect of the gas industry. But this is the first time a full-length feature article has filled in the background to a career that is the culmination of years of quiet, persistent, intelligent effort. Naturally the story includes a substantial segment of the natural gas industry's history—you can't speak of one without mentioning the other.

It's recommended reading about a man who wouldn't trade jobs with the King of England."

Equitable Appoints Sales Executives



Paul W. Craig

DONALD E. BRASHEAR as merchandise manager; and CHESTER L. GOLLINGS as office manager, sales department.

The new industrial and commercial sales manager, Mr. Craig, is a graduate of Carnegie Institute of Technology with a B.S. degree in civil engineering. He joined Equitable in 1924 as cadet engineer and advanced through various positions until he became manager of the industrial sales department, his last post until his new appointment. He is a member of the American Gas Association,

Association of Iron and Steel Engineers, and Engineers' Society of Western Pennsylvania.

Mr. Maehling was graduated from Rose Polytechnic Institute in 1924 with a B.S. degree in electrical engineering. He joined Equitable in 1925 and has since served in the positions of superintendent of appliance service, manager of commercial sales, and utilization engineer. He is a member of the American Gas Association, American Society of Heating and Ventilating Engineers and the Pennsylvania Natural Gas Men's Association.

Mr. Brashear entered the employ of the Duquesne Light Company in 1921 as a lighting salesman and has since served in various positions in the residential sales departments of the Equitable Gas and Duquesne companies.

Espy Returns to Dallas

CRAIG ESPY, Pittsburgh district manager of The Oil and Gas Journal, and at one time vice-president of Western Business Papers, Incorporated, has resigned from the Journal, effective October 15, to become Southwestern sales representative, at Dallas, Texas, of California Pellet Mill Company of San Francisco.

Thomas N. McCarter Retires After 42 Years As Head of Public Service Co. of N. J.

THOMAS N. McCARTER, who helped to organize Public Service Co. of New Jersey forty-two years ago, retired as chairman of the corporation, effective October 20 when he reached the age of seventy-eight years.

For the first thirty-six years of the company's existence, Mr. McCarter served as its president. For the last six years he has been chairman of the board of directors. When he was named chairman in 1939, Edmund W. Wakelee became president. Mr. Wakelee died this year and was succeeded as president by George H. Blake.

Directors announced that no selection has been made as yet to fill the vacancies of chairman and director caused by Mr. McCarter's retirement. They accepted his resignation with regret.

Mr. McCarter, prime mover in organization of Public Service of New Jersey in 1903, saw the organization grow to be one of the largest enterprises of its kind in the United States, if not in the world. The consolidation of various public utility companies in the state was first proposed by Mr. McCarter; he was instrumental in effecting it and has been in executive charge continuously from the time of its formation.

During his tenure the number of electric meters on the Public Service lines increased from 18,262 in 1903 to more than 1,000,000; gas meters from 187,384 at the end of 1903 to upward of 900,000; total number of passengers carried on buses and street cars increased from 215,400,000 in 1904, the first full

Payne Names Cushing Vice-President

ELROY PAYNE, president of Payne Furnace Co., Beverly Hills, California—one of the Dresser industries—announced the appointment of Charles F. Cushing, as vice-president and assistant general manager.

Mr. Cushing leaves the post of distribution manager of Bryant Heater Co., another Dresser member company, with whom he has been associated since 1935, to assume his duties at Payne on November 1.

A graduate of Johns Hopkins, he is a member of the American Society of Heating & Ventilating Engineers, and the Advertising and Sales Executives Clubs of Cleveland.

Wins Oak Leaf Cluster

CAPTAIN ROBERT T. HLAVIN, former C. A. G. A. Laboratories staff member who is Aide de Camp to General Robert S. Beightler of Ohio's famed 37th Division, has been awarded the Oak Leaf Cluster in addition to the Bronze Star Medal. He recently visited the Laboratories on furlough after 38 months in the Pacific.

Thomas N. McCarter Retires After 42 Years

As Head of Public Service Co. of N. J.

year of operation, to 667,865,608 last year.

Mr. McCarter was graduated from Princeton in the class of 1888 and later attended Columbia University Law School.

In 1891 he became a member of the law firm of McCarter, Williamson & McCarter, of which his father was senior partner, and his brother a member, and later practiced alone. Governor John G. Griggs appointed him judge of the 1st District Court in the City of Newark in 1896. Mr. McCarter resigned from the bench in 1899 and in the fall of that year he was elected to the State Senate from Essex County. He served as leader of the majority in the Senate and in 1901 was made chairman of the Republican State Executive Committee. In April, 1902, he was appointed Attorney General of the state by Governor Franklin Murphy. He resigned that post to accept the presidency of Public Service Corp. of New Jersey.

He is the donor of the McCarter Medals awarded by the American Gas Association for life saving by application of the prone pressure method of resuscitation.

Named Extension Specialist

NAOMI SHANK has been appointed extension specialist in home management at Iowa State College where she received her degree in home economics. With this newly created position a program is being established in housing and equipment for the rural homemakers of Iowa.

George Ostlund Leaves Utility Industry

GEORGE OSTLUND, who has been associated with sales activities of Consolidated Edison Company of New York, Inc., for the past twenty-one years, resigned from the company on October 20 to engage in the importing business. He will be the head of a new company which he is forming.

Mr. Ostlund joined the Edison System in 1924 as a salesman for the Yonkers Electric Light and Power Company. In 1932 he became general sales manager of the Consolidated Gas Company. Following the merger of various companies into Consolidated Edison Company, he was made sales manager, district offices, Manhattan and Bronx.

For many years Mr. Ostlund was active in committee work of the American Gas Association.

A. G. A. Laboratories' Engineers Promoted

PROMOTION of two veteran engineers at the American Gas Association Testing Laboratories who will head enlarged and separately established testing and inspection departments was announced this month by R. M. Conner, Director.

Russell V. Myer, until recently superintendent of war production and former test floor supervisor was named chief engineer of the Testing Department and Ralph E. Cramer, formerly assistant chief engineer of the combined department, was appointed chief engineer of the newly created Inspection Department.

Mr. Myer, who has been active in testing

activities both at the Cleveland and Los Angeles Laboratories for nearly nine years replaces Kendall H. Flint who resigned to take charge of gas heating activities of the Ingersoll Steel & Disc Division of the Borg-Warner Corporation at Kalamazoo, Michigan. Mr. Myer is a graduate of Carnegie Institute of Technology with a degree in physics.

Mr. Cramer will have served ten years with the Laboratories in January and has held responsible positions associated with testing, inspection, research and requirements activities for the major portion of his Laboratories' career. He is a graduate of Ohio State University and won his degree in chemical engineering.

In announcing the appointments, Mr. Conner noted that an anticipated increase in the volume of testing and inspection activities beginning next year due to the return to civilian production warranted the creation of separate testing and inspection departments to properly serve supporting manufacturers. Return within a short time of a number of former staff engineers now in the armed services likewise is expected to facilitate services to manufacturers.

McKay to Surface

HAROLD J. MCKAY has been appointed service engineer in the New York district for Janitrol gas-fired space heating equipment, Surface Combustion Corporation, Toledo, Ohio, manufacturer of the equipment, announces.

Headquarters for Mr. McKay will be with Surface Combustion's New York district offices, Transportation Building, 225 Broadway. He was formerly with the Brooklyn Union Gas Company.

Gild Presents "Oscar" to Major Forward



Major Forward, retired A. G. A. managing director, gets an "Oscar" from C. E. Bartlett, Gild Mayor

PRESENTATION of an "Oscar" to Major Alexander Forward, retired managing director of the American Gas Association, highlighted a dinner given in his honor by the Gild of Ancient Suppliers, at the Engineers Club, New York City, Oct. 10. The bronze table ornament has a sculptured design representing the "Gas House Terrier" with suitable inscription. This was the third such

award in the Gild's eight years of existence.

An honorary member of the Gild, Major Forward was greeted by 35 Suppliers and specially invited Burghers. In his response, he reviewed briefly the progress of the gas industry during his 22 years at A. G. A. and said:

"I have turned over my keys and my bottle of aspirin to Carl Wolf, the best man in this industry for the job ahead. He deserves, and will undoubtedly receive, the same high degree of cooperation and support which this industry gave me. I take with me into retirement the most pleasant recollections of the Gild and its affairs."

Mayor C. E. Bartlett, of Bartlett & Co., Philadelphia, Pa., presided and presented the "Oscar." He told Major Forward that "This is a commencement, not the end, in the same manner that we graduate from one school to another."

J. French Robinson, president of A. G. A. and president of the East Ohio Gas Co., Cleveland, Ohio, paid tribute to Major Forward's part in building the Association "from grass roots to a position second to none in American industry."

Elected Chairman of A. G. A. National Advertising



D. P. Hartson

continuous operation for ten years.

Mr. Hartson has served several years as a member of the committee, representing gas companies situated in Western Pennsylvania, Ohio and West Virginia.

Joining the Equitable Gas Company as distribution engineer in October 1920, Mr. Hartson has held various positions including gas engineer, superintendent of production and transportation, manager of the system development department, and since 1938 has been a director of the company. He is a past chairman of the Distribution Committee of the American Gas Association and has been an active leader of Technical Section activities.

In his new appointment as chairman, Mr. Hartson fills the position left vacant by H. Carl Wolf who became managing director of the Association, October 1.

R. G. Taber, president of the Atlanta Gas Light Co., Atlanta, Ga., has been elected a member of the Committee on National Advertising to represent participating gas companies in North Carolina, South Carolina, Georgia, Florida, Tennessee, Alabama and Mississippi. These companies were formerly represented on the committee by Mr. Wolf.

Home Economics Director



F. J. Windecker

FLORENCE J. WINDECKER, home economics director for the Tappan Stove Company, Mansfield, Ohio, who during the war managed the factory's cafeteria, will now devote her time to home service activities of the company. Since gas range production began, she has contributed the "woman's viewpoint" at company development, sales and advertising meetings.

A graduate of Iowa State College, Miss Windecker taught home economics in high school in Arizona for two years and was home economist for the Southern California Gas Co. for five and one-half years. Just prior to joining Tappan she was head of the home economics department of Woodbury College, Los Angeles.

Sorby Elected Chairman Of "CP" Range Group



E. Carl Sorby

ZENTHALER, vice-president of the Tappan Stove Company, was elected vice-chairman of the "CP" Group.

Elected to the "CP" Executive Committee were Lloyd C. Ginn, American Stove Company; Henry Honer, Western Stove Company; R. S. Agee, Roberts & Mander Stove Company; John C. Pankow, Detroit-Michigan Stove Company; John E. Bogan, Cribben & Sexton Company; H. C. Ethard, Standard Gas Equipment Corporation; R. B. Hurt, Hardwick Stove Company, and D. C. Ferguson, Clare Bros. & Company, Ltd.

Taylor Returns to Ruud

HENRY M. TAYLOR has returned to The Ruud Manufacturing Company, makers of automatic gas water heaters, Pittsburgh, Pa., in the capacity of district manager for Iowa. Mr. Taylor filled this same position with Ruud before the war but during wartime was on loan to the United States Department of Commerce.

Prior to taking charge of sales in the Iowa territory in 1934 he filled the district managership in Louisiana and in Missouri. Mr. Taylor's service with the Ruud organization dates back to 1923.

Col. Alan Tappan Heads Range Company



Alan P. Tappan

RICHARD TAPPAN, former war products manager, have been named vice-presidents.

The new president started his business career with the Tappan Stove company in 1919 when he was named territorial repre-

sentative for the Chicago district. He was returned to the main office in 1923 and was made plant superintendent. In 1931, he was made vice-president in charge of sales.

A veteran of both world wars, Colonel Tappan returned to pre-war duties on Sept. 13, as vice-president and general manager. He is now on terminal leave which expires Nov. 15.

Dr. Bartle Joins E. Holley Poe



Dr. Glenn G. Bartle

GLENN G. BARTLE, natural gas geologist and former university dean, has joined the New York staff of E. Holley Poe and Associates, natural gas consultants.

Dr. Bartle was discharged honorably from the Navy recently, after serving as the commanding officer of the V-12 unit at Swarthmore College, Swarthmore, Pennsylvania. Previously, he had organized the courses of instruction in the Navy's anti-aircraft schools throughout the country.

During the nine years preceding his induction into the Navy in 1942, Dr. Bartle was on the faculty of the University of Kansas City. He went to the university when it opened in 1933 and organized the geology

department. Subsequently he served as dean of liberal arts for five years.

As student and teacher of geology, practicing geologist, consultant and producer of natural gas, Dr. Bartle has been active in the field since 1921. While maintaining a practice as consulting geologist in Kansas City, his clients included several large producers of natural gas and pipe line companies. He has estimated natural gas reserves in connection with actions before state and Federal regulatory bodies.

Dr. Bartle is the author of several technical studies on the geology and production of natural gas. He is a member of the American Association of Petroleum Geologists, American Institute of Mining and Metallurgical Engineers, American Association for the Advancement of Science, Missouri Academy of Science, Sigma Xi and Kappa Epsilon Pi.

Reinbolt to Promote Steel Kitchens

CHARLES A. REINBOLT, JR., has joined the American Central Manufacturing Corporation, Connersville, Indiana, as sales promotion manager, it is announced by C. Fred Hastings, general sales manager. He will be concerned particularly with the introduction of the company's new line of American Kitchen steel sinks and cabinets, shortly to go into production.

Mr. Reinbolt was formerly an account executive with The Jam Handy Organization, in Detroit.

Atlantans Honor Wolf at Farewell Dinner

AT a dinner held in his honor September 13, approximately 300 employees of the Atlanta Gas Light Company, Atlanta, Ga., gathered to bid farewell to their president, H. Carl Wolf, who had resigned to become managing director of the American Gas Association. He had been head of the Atlanta utility since 1938 and during that period had been active in many civic and business organizations as well as the national affairs of the gas industry.

Feature of the dinner ceremony was the presentation to Mr. Wolf of a wrist watch from all the utility's employees and a leather brief case from the "boys of local 541." R. G. Taber, vice-president who succeeded him to the presidency, made the presentation. James Motz, secretary of the company, was master of ceremonies.

Mr. Wolf's record while at Atlanta inspired many comments, including the following excerpts from newspaper editorials:

Atlanta Constitution: "Rarely has anyone in so relatively brief a time established himself so thoroughly as one of the city's really valuable assets."

Atlanta Journal: "He has performed distinguished service . . . he will leave with the appreciation of his neighbors for his many contributions."

The Journal of Labor: "This city will suffer a great loss when H. Carl Wolf leaves us. . . . Like all other groups, Labor likes this man."



H. Carl Wolf, after resigning as president of Atlanta Gas Light Company to become managing director of the American Gas Association, receives departing gifts from his employees. R. G. Taber (right), who succeeded him as president, made the presentation

Flint Joins Ingersoll Steel & Disc Company



Kendall H. Flint

KENDALL H. FLINT, former chief engineer of testing and inspection at the American Gas Association Testing Laboratories, on October 1 joined the Ingersoll Steel and Disc Division of the Borg-Warner Corporation with headquarters in Kalamazoo, Michigan.

In his new position Mr. Flint will have charge of the establishment of a new gas heating division of the company which is entering the gas field for the first time, formerly having confined its heating appliance line to oil and coal.

Mr. Flint was associated with the Laboratories for nearly twenty years and in that time engaged actively in every phase of testing, inspection and research endeavors. He is a graduate of Amherst College and also holds the degree of M.S. in chemical engineering awarded by the Massachusetts Institute of Technology.

Staff members of the Laboratories presented Mr. Flint with a wrist watch upon his leaving and wished him every success in his new position.

Home Service Director At Grand Rapids



Eleanor Morrison

MICHIGAN Consolidated Gas Company, Grand Rapids District, announces the appointment of Eleanor Morrison as home service director to succeed Mrs. Margaret Woodward Andersen, recently retired.

Miss Morrison is the former supervisor of home economics for the Grand Rapids Board of Education. She recently returned from two years of field service with the American Red Cross in India and other parts of the Orient. Her latest Red Cross assignment was that of club director at the "White House" in Colombo, Ceylon.

Miss Morrison received her Bachelor of Science degree in Home Economics from Simpson College in Iowa and her Masters degree from Cornell University. After four years of teaching in Iowa, she taught home economics in the Grand Rapids city schools and served several years as home economics supervisor prior to the war. She is an active member of the Panhellenic Society, the Michigan Home Economics Association, the League of Women Voters, and is a past board mem-

ber of the women's division of the Grand Rapids Safety Council.

Mrs. Andersen, who has been home service director at the gas company for the past two years, resigned to join her husband, Sergeant Edward Andersen, recently returned to civilian life after three years of overseas service in North Africa, Sicily, France and Germany.

Directs Home Service At Cumberland



Alice Ruth Hoon

natural gas company's recently opened new Cumberland office.

Miss Hoon is a native of New Concord, O., and received her degree in home economics from Muskingum College in that community. In recent years she has been on the faculty of Ohio high schools in Litchfield, Shreve and New Concord, as a home economics instructor. In that capacity she has acquired specialized training in school cafeterias and school lunch operations.

Ruud Toronto Manager



A. J. Strain

A. J. STRAIN has been appointed by Ruud Manufacturing Company, makers of automatic gas water heaters, Pittsburgh, Pa., as general manager of the Toronto plant. A chemical engineer by profession, Mr. Strain has a broad record of accomplishment in the electrical field as well as in the gas business. He worked for several years with The Canadian General Electric Company on design and sales of all types of heating equipment. He also had an important part in the construction and putting into operation of The Hobbs Manufacturing Company safety glass plant at London, Ont. Latterly, Mr. Strain has been well-known in his connection as sales manager of The United Gas & Fuel Company, Hamilton, and until joining The Ruud Company, as superintendent domestic sales, Consumers' Gas Company, Toronto, Ont.

Directs Measurement Control Service



Russell H. Jenney

RUSSELL H. JENNEY has resigned as superintendent of gas measurement of Kentucky West Va. Gas Company, to become director and chief consultant of the Measurement and Control Service, Louisville, Ky.

Mr. Jenney was educated at Rose Polytechnic Institute and has been with the Kentucky West Va. Company for seventeen years. During these years he has done a great deal of research in the measurement and control of gases and liquids. Also, he has assisted in the standardization of gas measurement by orifice meter. In addition, he has been connected with the extension department of several universities in petroleum and mechanical engineering.

Jessie "Our Queen"

AN unscheduled event at the New England Home Service Development Conference last month was the presentation of a bracelet to Jessie McQueen, home service counselor of the American Gas Association, as a symbol of the "linking together of gas Home Service activities." In a touching tribute to her achievements, Susan A. Mack, chairman of the New England Gas Association's home service group, made the presentation with these words:

"Yesterday and today, you have heard of the growth and development of home service."

"Home service has grown from a small number to several hundred departments—there's a reason for this."

"Home service has received recognition from the federal agencies as well as from state and city government departments—there's a reason for this."

"Food and women's magazine editors as well as the home economics departments of food manufacturing companies have looked to home service—there's a reason for this."

"The reason for all this being accomplished is because we have had all our efforts coordinated by one person who has covered the country and given to us the direction which has linked the efforts of all departments."

"The reason for all the above is known to those outside the gas industry as Jessie McQueen."

"To those of us in the gas industry, she is Jessie 'Our Queen.'"

Obituary

SIR DAVID MILNE-WATSON, former managing director of the Gas Light and Coke Company in London, England, died at his home, Asheley Chase, in Abbotsbury, Dorset, at the age of 76.

One of the most distinguished men in the gas world, Sir David will be remembered by many here as the central figure in one of the most dramatic events ever staged at an annual convention of the American Gas Association. In 1929 when Oscar H. Fogg was president, Sir David addressed a general session in Atlantic City, N. J., from his office in the Gas Light and Coke Co. in London. Such service was new then, and announcement of the event caused the great hall to be packed with members of the gas industry. The reception through loud speakers was perfect, and President Fogg's acknowledgement was heard both in London and in Atlantic City.

A son of David Watson and the former Anne Carnegie Milne, Sir David, who was knighted in 1917 and made a baronet ten years later, assumed the additional surname of Milne. Educated at the Universities of Edinburgh, Marburg and Oxford, he became a barrister of the Inner Temple in 1896. He had been president of the National Gas Council, chairman of the Federation of Gas Employers and a member of the Government Department of Scientific and Industrial Research. The heir to the title is his 41-year-old son, David Ronald.

WILLIAM H. TAYLOR, former president of the Philadelphia Electric Company, died on October 9 at his home at 12 S. Suffolk Avenue, Ventnor, N. J., following a long illness. He was 65.

A native of Ashley, Pa., Mr. Taylor began his public utility career in 1903, several years after graduating as a mechanical engineer from the Stevens Institute of Technology, of Hoboken, N. J.

Practically his entire business and utility experience was spent with The United Gas Improvement Company properties and interests. He started as a construction engineer for U. G. I., supervising installation of gas and electric equipment in various U. G. I. plants throughout the country.

Subsequently Mr. Taylor served the Omaha Gas Company, of Omaha, Neb., Fulton County Gas & Electric Company, of Gloversville, N. Y., Consolidated Railway and Lighting Company, Charleston, S. C., Counties Gas and Electric Company, of Ardmore, Pa., and the Georgia Railway and Power Company, of Atlanta, in executive capacities.

In 1927 he was recalled to Philadelphia and became operating vice-president of the U. G. I. A year later, on February 14, 1928, he was elected president and a director of the Philadelphia Electric Company. He retired in April, 1940.

MATTHEW A. BOYLAN, who retired because of ill health in 1943 as vice-president

and general manager of the Scranton-Spring Brook Water Company, a post he had held since 1928, died Sept. 27.

One of the best known utility executives in the East, he first entered the field in 1903 with the United Electric Company of New Jersey. He had consolidated a series of gas and electric properties purchased by the Jersey Central Power and Light Company in the Asbury Park section.

He was a former president of the Pennsylvania Gas Association and a member of the American Gas Association.

E. J. SHERMIRE, sales manager of Garland commercial gas equipment, Detroit-Michigan Stove Company, died October 3 in Birmingham, Ala.

Mr. Shermire became associated with Detroit-Michigan Stove Company in 1936 as a district manager, and in May 1939 he was appointed sales manager. Prior to his affiliation with that company he was engaged in the hotel and restaurant equipment business in St. Louis, Missouri, and in the south and southwest.

At the time of his death he was a member of the A. G. A. Food Service Equipment Committee of the Industrial and Commercial Gas Section. Only 46 years old, he was one of the best known men in the heavy duty gas cooking equipment field.

PASCAL A. BECKJORD, an executive of the E. J. Stillwell Paper Company, St. Paul, Minn., and brother of Walter C. Beckjord, president of the Cincinnati Gas & Electric Co., and A. G. A. past president, died last month.

Born in St. Paul on May 16, 1881, Mr. Beckjord had lived there all his life. He was widely known in the wholesale paper industry throughout the country. His death followed closely that of his youngest son who was killed in action in France just after D-Day.

WILLIAM D. PRATT of Fredonia, Kansas, chairman of the board of directors of Union Gas System, Inc., died following a lingering illness in Fredonia, October 9, at the age of 62 years.

Mr. Pratt had been interested in and connected with Union Gas System, Inc. and its predecessor companies since 1926, when the Fredonia Gas Company and other companies with which he was connected, were merged with other properties to create Union Gas Corporation. He was an industrialist of wide experience and great capabilities, and was known throughout the entire Middle West for his varied business interests.

HAS OUR MARKET CHANGED?

(Continued from page 507)

to ask for inclusion of these new requirements in manufactured gas standards.

Assuming that at least the majority of these new plans are adopted, there can be little doubt regarding service in the future. Companies selling more than 90% of the meters on the Eastern seaboard have already indicated their intention to adopt these requirements so that there is every reason to

believe that the entire program will be carried through to a successful conclusion.

And so you will believe me when I repeat that truism—our market has changed. It is broader—we enjoy the greater acceptance than ever before and we are in a position to offer every type of heating service; for that matter, heating and cooling where that may be desirable. The finest fuel deserves the best equipment and it certainly looks as though the gas equipment manufacturers will come up with the answer to that challenge too. Let's stay sold on gas heat for the future.

AN INDUSTRY MOBILIZED

(Continued from page 479)

ship with all of you gentlemen, and many more who are not here for me to thank personally. They will be delightful memories all of my life.

The last thought, perhaps, that I think we should all take with us was so perfectly expressed by President Truman when Japan suddenly surrendered that I will use his words: "We are faced with the greatest task we ever have been faced with. The emergency is as great as it was on December 7, 1941." This is true and I know that we all share with him the confidence that we will meet this crisis as successfully as we did the other.

LEADERSHIP AND BUSINESS

(Continued from page 484)

They want industry and labor to work together. They want small business and new business given every change and encouragement.

They want leisure and the means to enjoy it healthfully. They want to raise their own living standards and to give their children opportunity for still higher ones. They want dignity, self-respect and jobs in which they get credit for what they do.

These things must be provided not just here and there but on a large scale. I think the solutions to these problems can come largely from American businessmen.

In the first place, businessmen already occupy positions of leadership—positions achieved through the ways in which they met the demands of society when our problems were principally those of production. In attaining those positions, businessmen have accumulated valuable experience. They are accustomed to solving problems. They are used to getting things done. What

is more, they have the will to find answers.

Look around you today. Already we can see that those who are assuming leadership in business recognize the important problems of our time and are moving towards their solution. Let me quote from a recent article by Russell Porter of the New York Times, reporting his impression of American businessmen:

"A fundamental change has come over the American businessman since 1929. Elmer Gantry has gone and so has the stuffed shirt with a dollar sign on front. . . . The typical businessman and industrialist whom one meets when traveling around the country is a keen specialist in management, production, engineering or one or other technical professions. . . . He wants sustained high levels of production and employment at good productive wages, in an atmosphere of industrial peace at home and world peace abroad . . . he takes a great deal of pride in the fact that the American system outproduced all the totalitarian regimes in the world combined during the war and considers it a matter of prestige as well as survival to do the same in time of peace. He is very conscious of the cause and effect relationship between depression, war and revolution and he is out to prove that the United States, with its free enterprise system, regulated of course for the public good and in the national interest, but not controlled by Government bureaucrats and secret police, can and will avoid the debacle suffered in other countries where the inefficiency of diluted brands of democracy has paved the way to power for reactionary elements; right in some cases, left in others."

The experience of the American businessman is a very valuable social asset. It is this experience which enables him to see the dangers in those "crackpot ideas" I have mentioned. It is important that such dangers be pointed out. But we should not stop with criticism. Showing up fallacies is a very important job, but when business stops there, it risks appearing negative or obstructive. Let us never be so intent on pointing out the ten good reasons why something won't work that we give the impression we don't want it to work!

In criticizing, let us always remember that many innovations which at first appeared impractical later turned out to be of great benefit. Consider, for example, that in 1832 a Boston newspaper, discussing a proposal to shorten the customary working day from 14 to 10 hours, commented as follows:

"It strikes the very nerve of industry and good morals by dictating the hours of labor, abrogating the good old rules of our fathers and pointing out the most direct course to pov-

erty; for to be idle several of the most useful hours of the morning and evening will surely lead to intemperance and ruin."

In addition to offering our sound appraisal of programs proposed by others, let us present our own plans for change of American life where there is greatest demand for progress.

If we are to exercise leadership, we cannot sit on the sidelines. We must examine trends and ideas many of which are related only indirectly to our immediate business concerns. We should furnish ourselves with facts, not prejudices—form accurate opinions, make plans and expound them.

When we say that we have experi-

ence, we are saying that we have experimented, that we have tested and tried. The words "*experience*" and "*experiment*" come from the same root, meaning "to test," "to try."

American business won its position of leadership by its willingness to push out into uncharted territory, to measure with skilled judgment the risks connected with such enterprise, and to move ahead with daring and vigor.

Now, as never before, there are new trails to be blazed through the social-economic territories of the modern world—pathways to new and better forms of human achievement.

Let us lead the way!

Personnel Service

SERVICES OFFERED

Gas Engineer, formerly connected with manufactured and liquefied petroleum gas industry, just released from Army after two years service and seeks connection. Experience covers coal, carburetted and liquefied gases at low and medium pressures. Operating and sales and utilization. Army work in ETO also in gas field rehabilitating works, transmission grids, etc. Available at once. Go anywhere. 1500.

Salesman—Veteran, aggressive, capable, 10 years air conditioning sales experience metropolitan area, knowledge architectural and engineering trade, excellent business background, seeks position in utility industry or affiliated field. 1502.

Executive with management, engineering and legal background and degrees. Twenty years experience in industrial and public utility production and operation. Knowledge of public relations and personnel work. Will be released from Army and available October 15. Location immaterial. Complete information furnished on request. 1503.

Distribution Engineer and pipe line supt. Navy dischargee. 15 years' experience manufactured gas distribution, high and low pressure, regulation, design and cost work. Some technical education, 38—married. 1504.

Public Relations Man of many years of mature experience open for engagement. Formerly identified with several of the leading gas and electric companies. In postwar period the public will be very critical and demanding. Up to date far reaching public relations programs will be imperative to cope with the new conditions arising. 1505.

Gas Engineer Mechanical Engineering Graduate. Available after January. Three years with the U. S. Navy as Chief Engineer. Nine years with leading manufactured gas utility as Superintendent's assistant experienced in Design, Construction and Supervision of Gas Distribution Systems. Experienced in production, commercial and other gas utility fields. 36—married. 1506.

POSITIONS OPEN

Gas Plant Superintendent for supervision of operation, maintenance and distribution system of oil gas plant having two generators, each 400,000 cu.ft./day capacity and two generators, each 600,000 cu.ft./day capacity. Experience in gas plant operation desirable but not necessary.

ily oil gas plant. Location—Colon, Republic of Panama. Apply by letter giving fully past experience and salary earned each position also references. 0423.

Assistant to Operating Superintendent. Young man with engineering training. Experience in distribution and production of gas helpful but not essential. Location Midwest. Please give complete information including age, education, experience and salary expected. 0428.

Distribution Superintendent, experienced in operation and maintenance of low and medium pressure manufactured gas system, meter shop operation and appliance installation and service. Company in South with 20,000 meters. 0431.

Man with experience in combustion of automatic fuels, primarily gas. Familiar with laboratory technique, especially operation of gas calorimeter and orsat analysis. Prefer graduate mechanical engineer, with knowledge of testing water heaters and boilers. Splendid postwar future. State experience and salary desired. 0432.

Eastern Gas Utility with 39,000 meters needs experienced **Industrial and Commercial Engineers**. Prefer man under 40 years of age. Start at once. 0433.

Industrial Engineer—permanent connection for man 45 or under of good technical education whose experience includes knowledge of (a) cost analysis, general accounting and treasury functions; (b) production processes and operations; (c) property appraisals of land and buildings, and (d) marketing and sales programs for examinations and reports on industrial mortgage loans. Location New York City for one half year, thence San Francisco or Chicago. 0434.

Commercial Sales Supervisor to handle dealer contacts and call upon hotel and restaurant owners regarding cooking, water heating and air conditioning equipment. Must have experience in volume water heating and air conditioning sales engineering. Salary \$3,000, plus commission based upon added connected load. South Florida area. Write full particulars including experience and amount of business handled with previous employers. 0435.

Designer of gas heating appliances in which air is circulated by mechanical means. Opportunities would include possibility of management of engineering and sales department for such equipment. 0436.

Superintendent for Eastern manufactured gas property—knowledge of carbonization and water gas production essential. 0437.

Draftsmen experienced in piping layouts for manufactured gas plants. 0438.

A Mid-Eastern gas company has opening for experienced **assistant Gas Superintendent**. Prefer man experienced in manufactured gas operations and maintenance to assist Gas Superintendent in the operations of the property. Some distribution experience desirable but not absolutely necessary. Reply giving full details of education, experience, salary and date available. 0439.

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